



The CHEMIST AND DRUGGIST

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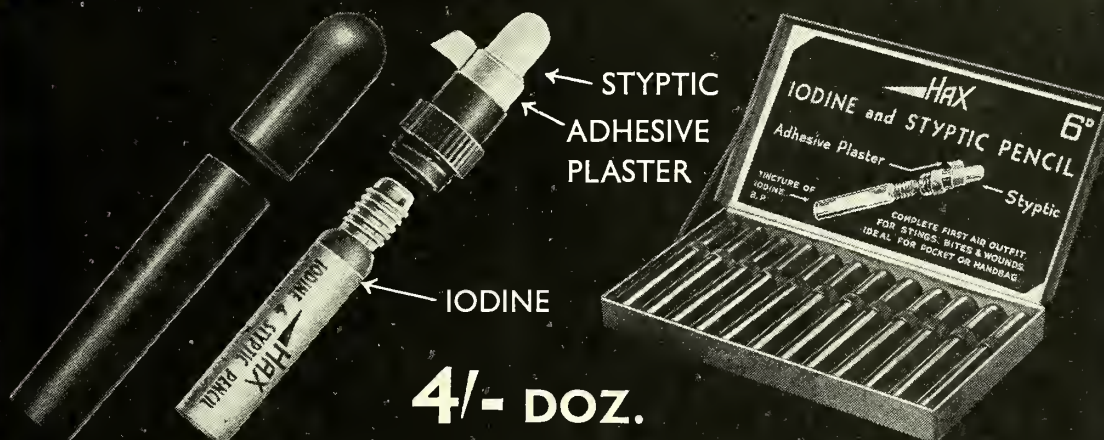
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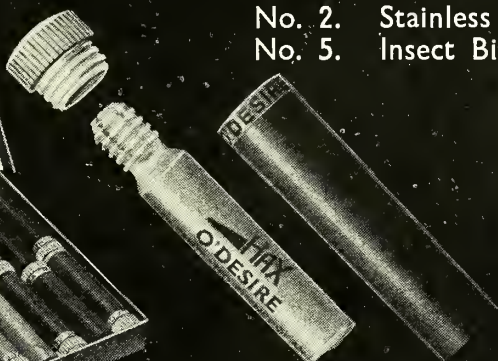
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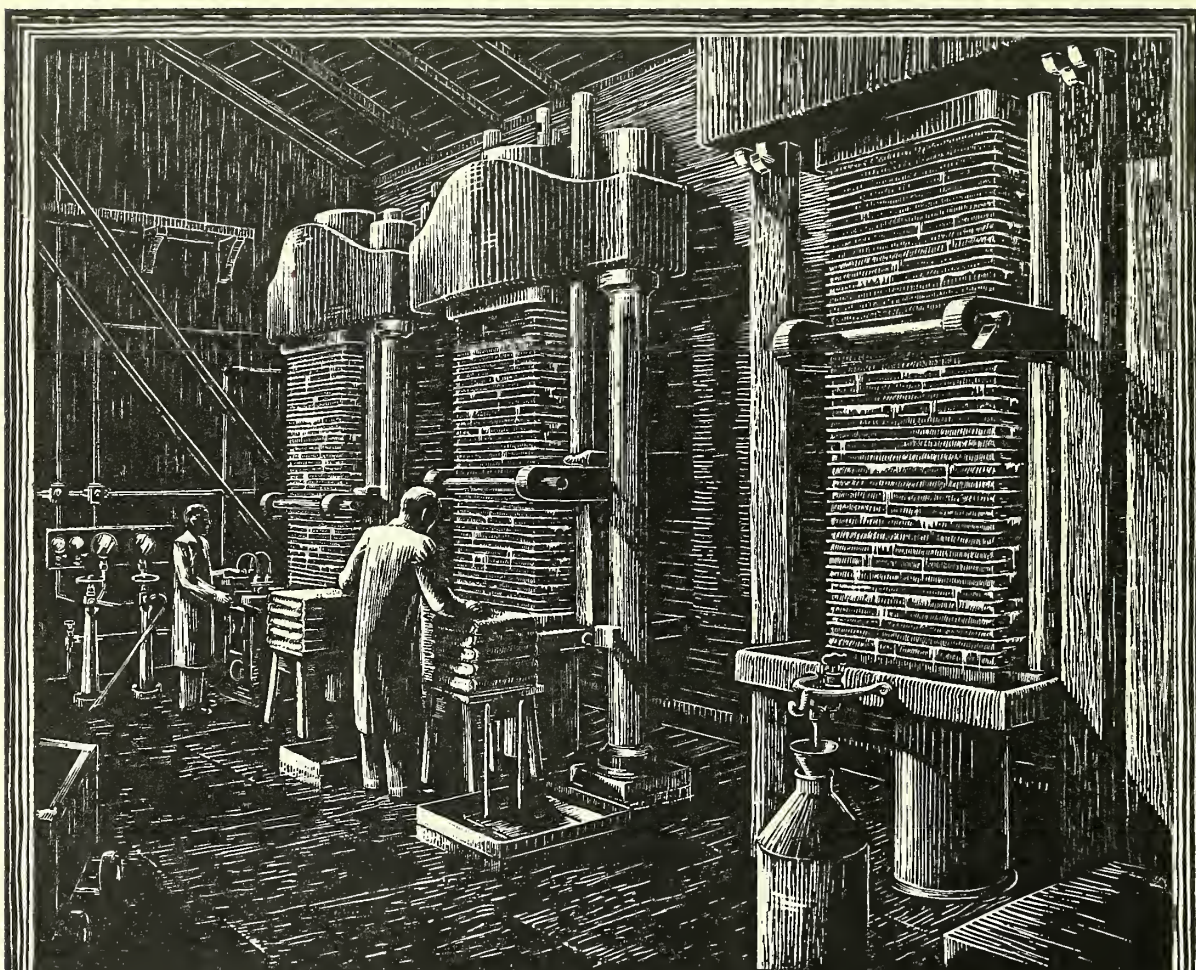
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TO MY FRIENDS IN THE TRADE

As President of the Hairdressers' Wholesalers' Association I am appealing to you and all who are associated with the Chemist & Beauty Trades, to take an active interest in our great Trade Show to be staged at Olympia in September this year. It is to be a most wonderful Trade Fair, but only by your co-operation can it be completely successful.

The Fair, which this year will be styled the Hair & Beauty Fair, so as to embrace beauty aids which are of paramount interest to you, opens on September 22nd. Long before that date there is much which you personally can do to ensure the success it deserves. The Fair is your opportunity to make each of your friends and customers even more "beauty minded"...the more interest we can get people to take in complexion and other adjuncts to beauty, and to realise the important part hair plays in personal appearance, the better for all engaged in our professions.

There are many ways in which you can do your "fair" share. In subsequent announcements in these pages we shall outline how you can assist. I shall welcome your help.

In appealing for your enthusiastic support I am quite sure that I do not appeal in vain.

Yours truly,
Wm. S. C. C.

HAIR & BEAUTY FAIR
OLYMPIA SEPT. 22 - OCT. 1
(Empire Hall)

FRONT PAGE

Daily Mail
FOR KING AND EMPIRE
FRIDAY, JUNE 5, 1936
NO. 13,036

Life from Live Grape Juice

This is the first summer in which the great health value of plentiful quantities of fresh grape juice has been available at vineyard prices

Nature's Source of
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1^p a glass

VITA Live Natural GRAPE JUICE

Never before has Nature's splendid source of energy, fuel and blood-making been available in a live, vigorous and unharmed at approximately a penny a glass! Deliciously refreshing of course just as if you had squeezed the juice fresh from the sun-ripened grapes yourself. But with far more than flavour to commend it.

Packed into the grape are gifts from Nature in her most bounteous mood. A special kind of sugar that your body can turn into instant energy before most bounteous mood. Abundant iron too, but cause no digestive effort is required to absorb it. Not even by babies! Abundant iron too, but chief constituent of the red blood cells, the ability in an organic form that your body can readily assimilate. And beyond even this, natural Vita LIVE Grape Juice is fresh, natural grape juice just as Nature grew it. But with

one simple difference. It is concentrated so strongly that the juice of 17 1/2 lbs. of grapes is contained in a single bottle. That is why Vita is so economical. Almost certainly you will find a bottle gives nearly twice as far as any other summer drink you have had to dilute with water. Fifty to sixty glassfuls from a bottle! A table-spoonful to a tumbler is sufficient. Even that is drinking grapes at the rate of more than a quarter of a pound to a draught!

Let the fact that most people find it hard to understand why Vita is so healthy and the price of so many grapes as a single bottle of Vita concentrate can cost so little. Just think for a moment how Vita is produced. Vita is concentrated from the juice of the grapes. The grapes are picked, then are pressed. There is no heating or cooking of grapefruit in the process. No fancy price, no over possible wastage. Vita brings you grapes at vineyard cost.

This summer let Vita LIVE Grape Juice be your drink. Let the life of the live grape bring you new energy when refreshes are low. A glass before breakfast to give a lift, and in your day. A glass in the evening to bring a quiet to your play.

CONCENTRATED IN A BOTTLE 5/3

17 1/2 POUNDS OF VINEYARD GRAPES
Now sold in one concentrate down up bottle
Vita Products Ltd., 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100, 102, 104, 106, 108, 110, 112, 114, 116, 118, 120, 122, 124, 126, 128, 130, 132, 134, 136, 138, 140, 142, 144, 146, 148, 150, 152, 154, 156, 158, 160, 162, 164, 166, 168, 170, 172, 174, 176, 178, 180, 182, 184, 186, 188, 190, 192, 194, 196, 198, 200, 202, 204, 206, 208, 210, 212, 214, 216, 218, 220, 222, 224, 226, 228, 230, 232, 234, 236, 238, 240, 242, 244, 246, 248, 250, 252, 254, 256, 258, 260, 262, 264, 266, 268, 270, 272, 274, 276, 278, 280, 282, 284, 286, 288, 290, 292, 294, 296, 298, 300, 302, 304, 306, 308, 310, 312, 314, 316, 318, 320, 322, 324, 326, 328, 330, 332, 334, 336, 338, 340, 342, 344, 346, 348, 350, 352, 354, 356, 358, 360, 362, 364, 366, 368, 370, 372, 374, 376, 378, 380, 382, 384, 386, 388, 390, 392, 394, 396, 398, 400, 402, 404, 406, 408, 410, 412, 414, 416, 418, 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3838, 3840, 3842, 3844, 3846, 3848, 3850, 3852, 3854, 3856, 3858, 3860, 3862, 3864, 3866, 3868, 3870, 3872, 3874, 3876, 3878, 3

NEWS

*Big start to new campaign
for Vita Live Grape Juice—
the non-competitive, non-
alcoholic, 33 $\frac{1}{3}$ % line.*

INSTANT ENERGY

for the millions

INSTANT ENERGY

for retail sales

ONLY ONCE OR TWICE in a century does a product enjoy such an immediate public and professional welcome as Vita. The reason is obvious. LIVE Grape Juice was known and appreciated hundreds of years before it could be bottled or branded. Now Vita have made it available to the millions at a little more than a penny a glass. That is NEWS. That is the big news behind the new campaign that is about to commence—an advertising plan courageous enough to take the famous "Daily Mail" front page in its stride. Instant energy is the theme—the greatest need of this breathless age.

Month after month continuous advertising will reach every class and every corner of the British Isles. All through this rising sales period you get a full 33 $\frac{1}{3}$ % on every bottle you sell. And how many bottles you sell depends on how much of this campaign you appropriate to yourself by displaying Vita in your window and on your counter.

VITA

Live Natural

GRAPE JUICE

CONCENTRATED

Vita Products Ltd., City Gate House, 39-45 Finsbury Square, London, E.C.2



10,000 on LALEEK ADVERTISING
by Adelaide Grey — BEAUTY SPECIALIST — BOND STREET

The demand for my Laleek Preparations grows every week—created by this national advertising campaign—write for details, display stands, and show material. My representative will call on you any time you wish.

ADELAIDE GREY 27 OLD BOND ST LONDON, W.1.



Iodidcream
 "The Iodised Creamway to Health"
 BRAND

**VANISHING — COLOURLESS
 STAINLESS — SWEET SMELLING**

RETAIL 2/6 The Perfect Skin Balm and Benefactor and Handy Household Aid TRADE 33 1/2%

STOCK NOW — CURRENT ADVERTISING
 appears in over 100 London & Provincial newspapers

Trade Counter: 15 Crawford St., W.1
THE IODICREEM CO., 34 Tenterden Drive, London, N.W.4

PROFITS—

and "Mermaid" Lines go hand in hand. Not a "shelf-sitter" in the whole bunch!

Mermaid REGD
 FACE CLOTHS and
 TOILET REQUISITES



THE LINES THAT ENSURE SOARING SALES

SPENCER BROS.
 66-67 Shoe Lane, London, E.C.4
 Through all Wholesalers

**CALVERT'S
 NEW
 'AIRFLOW'
 FLASK**

An Ideal Pack for Cruising & Holidays

- So convenient
- Cannot spill
- Simple to use
- Profitable to sell

This ingenious new container recently introduced by Press and Radio advertising, makes Calvert's Tooth Powder always the finest cleaner, now the most convenient to use.

Retail 1/- each.
 List Price: 8/- per doz.
 Your usual Wholesaler stocks it.

F. C. CALVERT & Co. Ltd. - Manchester, II

Wanie FOREIGN
 9/100

Wanie FOREIGN
 AUTO TYPE
 9/100

Wanie FOREIGN
 REGISTERED
 8/- GROSS

WANIE

The Blade for Every Razor!

Send for Samples to Dept. C.D.

**LONDON & PROVINCIAL
 FACTORS, LTD.**

146 THEOBALDS ROAD, W.C.1

and at

16 WITHY GROVE, MANCHESTER

Enquiries from Irish Free State Invited.

Wholesalers are invited to apply for Trade Terms.

TIM

3/9 GROSS

**BRITISH
 BLADES**

**THE FAMOUS
 TIM
 RAZOR BLADE**

**HAND
 HONED**

will adopt any
 Ann...
 speed and the trials of the vessel, re-
 Queen Mary, concluding the trials of the
 been in every way successful, and that the
 SALUTE!
 for you for
 the
 est
 illing
 es
 ur fancy—at a price to fit the times,
 ent wrapping to guard it. A handle
 to tell you it's yours. And good-as-
 wouldn't ever dream of leaving home.
 HALEX
 be bristles stand up!
 to 2/-—nine different shapes in all.
 ch in six colours—2/6. Halex Shaving
 Pure badger 15/- Ladies' Pneumatic
 Military Pneumatic Hairbrush 10/6
 and Trade Mark of THE BRISTOL
 LIMITED, HAL
 tempting twelve million!

This year's Halex Toothbrush advertising is doing its work magnificently. We concentrated on making our shilling brushes look as tempting and inviting as we could. Judging by our travellers' reports and the orders coming in our policy was absolutely right. After all, when vigorous advertising like this reaches 12,595,755* families, a lot of people are going to notice—and buy. Get *your* full share of the non-stop Halex toothbrush sales. Star this help-yourself Showstand in your display. Join in the Halex BOOM!

BIG ADVERTISING!

*12,595,755—that's the circulation of the Halex advertising now appearing in:

RADIO TIMES
Daily Express
Daily Mail
Daily Herald
News Chronicle
Daily Mirror
Daily Sketch
Glasgow Bulletin

**Everywoman's
Home Chat
Home Notes
Lady
Miss Modern
Modern Woman
People's Friend
Wife and Home
Home**

HALEX Regd. Trade Mark

ARE MADE IN ENGLAND

Order from your usual wholesaler, or from
THE BRITISH XYLONITE Co., Ltd.
 HALE END, E.4





KENT

ESTD.
1777

2 ATTRACTIVE
MODERN LINES!

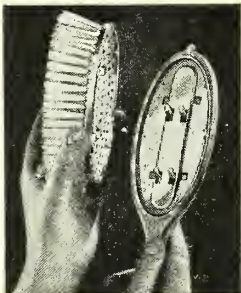
KENT-COSBY HYGIENIC REFILLABLE HAIRBRUSH

(PATENTED)

- BRISTLES TAKE OUT TO WASH
- HANDLE BACK NEVER SPOILT BY WATER

Also in Military shape. Handle backs in various finishes. Bristle refills in various qualities of pure bristle. Also with rubber cushion base.

Retail prices, with Satin Finish or coloured handles:—
7/11, 12/6, 18/6, 30/-,
45/-.



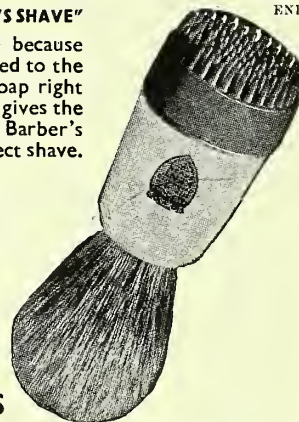
THE NEW "MASSAGE" SHAVING BRUSH

(PATENTED)

RUBBER
END

"A RUB-IN MASSAGE GIVES A BARBER'S SHAVE"

- The best Shaving Brush made because the rubber massage brush attached to the end of the handle works the soap right into the roots of the beard, and gives the user all the advantages of a Barber's "Rub-in"—the secret of a perfect shave.
- Its selling points are so compelling that customers will not wait until they need a new brush, but will be induced to purchase a "Kent Massage," thereby creating entirely new sales not available by the presentation of ordinary brushes. Retail prices: 5/9, 10/6, 15/9, 21/-.



GENEROUS TRADE DISCOUNTS

Made in England by - Attractive Showcards Supplied - Write for further Particulars and Samples

G. B. KENT & SONS LTD.

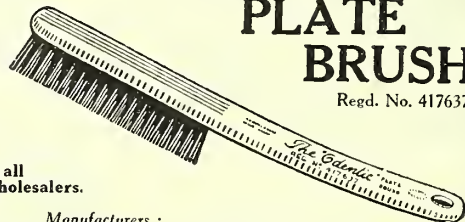
75 FARRINGDON ROAD,
LONDON, - - E.C.1

Phone: Holborn 5066-7-8.

Telegrams: Tricho, London

"ODENTIC" PLATE BRUSH

Regd. No. 417637.



From all
Wholesalers.

Manufacturers:

W. R. Speer & Son (ESTD. 100 YEARS)
215 DALSTON LANE - - LONDON, E.8

**HAND MADE
SUPER RAZOR BLADES**

These are best sellers!

1st EACH 2nd EACH 3rd EACH

14/- PER GROSS 14/- PER GROSS 18/- PER GROSS

RYDENE **HARDHEAD** **EXTRA** **HUSSAR** **MELLOW GROUND**

YOUR OWN TRADE MARK

ORDER NOW EITHER THROUGH YOUR WHOLESALE OR DIRECT!

(Samples with name of nearest wholesaler gladly sent on request)

WHOLESALE - We specialise in the production of blades under your own name - Send us particulars stating quantity of blades you are interested in - an offer with free samples will be sent per return.

RYDERS LTD.
RYDENE WORKS, DUKES RD., WESTERN AV., ACTON W.3

LA PARFUMERIE MODERNE

(Established 1908)

An Illustrated Monthly Review of the
Perfumery and Allied Industries

The regular publication (in English and Spanish as well as in French) of technical and practical articles on Essential Oils and Synthetic Perfumery Products is a feature of this popular Trade Journal.

Specimen copy and all particulars from

15 rue Constant, Lyon • 7 rue Chevreul, Paris (Xle)

The "Wholesaler's Friend"

For fifteen years they have given unstinted support to the wholesale distributing trade. Specialising in the manufacture of Waterproof Toilet Requisites, Powder Puffs, Face Squares and allied lines, they are happy to have been of assistance in increasing the turnover and profit of numerous wholesale distributing houses in this section of their business, during the past years.

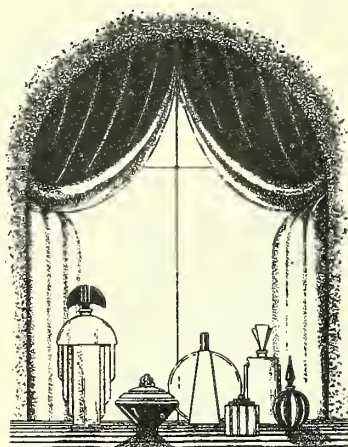
Since its inception the Company has steadily advanced until today they are possibly the leading house of their kind in the trade. Their factory is the last word in efficiency, completely equipped with the most modern machinery. The excellence of their manufactures, their competitive prices, the wide range, originality and good taste of their products, together with their loyalty to the wholesale distributors have, by the majority of houses, long been recognised. Today they can indeed be termed THE WHOLESALE'S FRIEND.

A visit to the showrooms conveniently situated at Holborn Circus will probably surprise a buyer by the interest it offers. If a personal visit cannot be arranged send for a sample range or ask a representative to call. It will certainly repay you to establish contact with The Fenton Manufacturing Company Limited, and utilise their exceptional services.



ERNEST J. SPENCER
FOUNDER and MANAGING DIRECTOR

The FENTON MANUFACTURING CO. LTD.
OFFICES AND SHOWROOM:
13 Bartlett's Buildings, Holborn Circus
PHONE: CENTRAL 9836-7
Factory: 145 Farringdon Rd., London, E.C. **LONDON, E.C.4**



*Designers & Makers
of
Quality Glassware
for
Perfumery.*

ESTABLISHED 1828

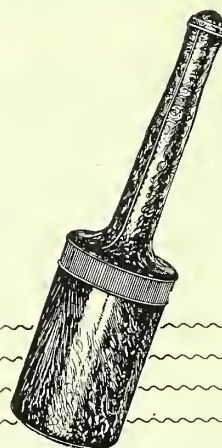
**WOOD BROS. GLASS CO.
LIMITED**

BARNSELEY

ENGLAND

The **EMPIRE BATHJOY**

The latest device for softening and
perfuming water



Delicately perfumes and
softens the hardest water.
Perfumes:—Verbena, Laven-
der, Eau de Cologne, Dusk
of India, and Pine.

Retail Prices
Complete Bathjoy in Bakelite

3/11

De Luxe Model in Beetle

5/11

Refills 1/6 each
usual Trade discounts

BRITISH EMULSIFIERS

An elaborate
Showcard sent
on request.

Teddington, Middlesex

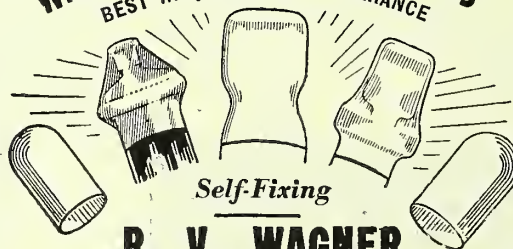
LTD.

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Molesey 1202/3

NOW BRITISH MADE

WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE



33 BROOKE ST., LONDON, E.C.1 Tel. Holborn 5090

ROLL FILM MACHINES

UNIVERSAL Type to take 20 spools

1/- slot - **£3.0.0**

SELO "SPECIAL" to take 36 spools

1/- slot - **£3.7.6**

AVERY AUTOMATICS, MITCHAM

Phone: MITcham 3890

£3,630 [★]WORTH
OF
SPACE **IN ONE DAY!**

BRYLCREEM BOOKS FOUR FULL-PAGE

ADVERTISEMENTS ON ONE DAY STOP -

"DAILY MAIL" (TWO COLOURS)

"DAILY EXPRESS" (TWO COLOURS)

"NEWS-CHRONICLE" (TWO COLOURS)

"DAILY HERALD" (ONE COLOUR)

ALL TO APPEAR SATURDAY MAY 30 - STOP -

BRYLCREEM ADVERTISING AS CONSISTENT

AS IT IS POWERFUL

★IN ADDITION TO THE NORMAL
BIG MONTHLY ADVERTISING OF

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BRITISH MADE
METAL SMALLWARES
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NO MESS NO WASTE
 Can be transferred from exhausted tube to new one—Can be stamped with your name and address as a permanent advertisement.
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SELL STILL MORE NURONA



NURONA SUN TAN CREAM

prevents sunburn

..... encourages

'rapid tanning

..... a soothing

application after

over exposure

PREPARE for the sunshine season—with ample stocks of NURONA Sun Tan Cream. Last year NURONA repeated its success of the previous summer. This year, assisted by advertising, and the enthusiastic recommendation of thousands of satisfied users, it will be a source of profit which no chemist can afford to miss. Handsomely packed and popularly priced, NURONA is really pleasant and efficient in use. Non-greasy.

NURONA

SUN TAN CREAM

Also NURONA SUN TAN CREAM (WITHOUT COLOUR) at the same price.

Retail Price

1/-

Per Bottle
P.A.T.A.



NATIONAL ADVERTISING

During the summer months millions of prospective purchasers will see the NURONA advertisements in the following publications:

"DAILY SKETCH"
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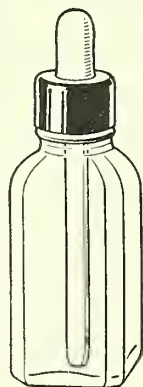
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ENGLISH MADE.

SUPER QUALITY.

AMBER GLASS.

FITTED BROWN BAKELITE CAP,

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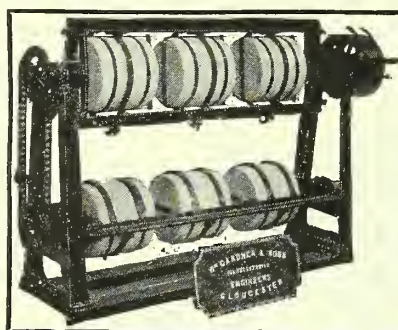
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**GRIND
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CHEMICALS WITH GARDNER'S BALL OR PEBBLE MILLS

These Gardner Mills will reduce wet or dry materials to any fineness desired, without attention and on very low power. They are made with plain metal, lined with Porcelain, Silica or Rubber, or with Porcelain Pots, Steel or Porcelain Balls or with Pebbles.

Various sizes are made, in one or more cylinders, for reducing and mixing any number of different materials. A six-chambered Porcelain pot mill for fine Chemical powders, paste and solutions is shown above. Advice on correct plant, gratis and with pleasure.

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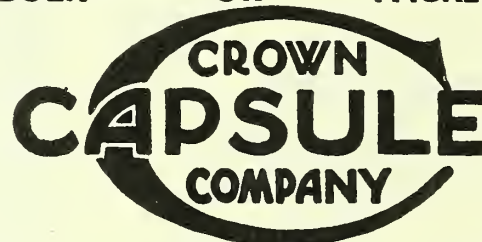
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HAY FEVER
SEASON IS HERE



Thousands
of sufferers . .
relieved by
this Standard
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Ephedrol is the new treatment not only for Hay Fever but also for catarrh and the common cold. It offers quick relief, for it gets to the root of the trouble in the shortest possible time. The soothing liquid penetrates through the nasal tubes and thoroughly

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Ephedrol has been endorsed by leading laryngologists and medical authorities. It is safe and hygienic—better than a spray, dropper or douche, and more far-reaching than any nasal ointment. The patent CANDA bottle may be carried without fear of leakage in the pocket or handbag.

To the chemist Ephedrol offers generous profit—78% on cost—and the prestige which always follows the sale of a good product. Printed matter and display material are available.

Also effective for Summer Colds and Catarrh

For Hay Fever

EPHEDROL

BRAND

The STANDARD Remedy

CLAY & ABRAHAM LTD., *Manufacturing Chemists*, LIVERPOOL
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★ PRICES ★

3/- retail, 23/- per dozen

3 dozen lots 22/- per dozen

1/6 retail, 12/- per dozen

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**78% PROFIT
ON COST**

Bonus of one to every dozen
Carriage paid on 3 dozen.

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We specialize in the manufacture of all kinds and shall welcome enquiries.

COMPRESSED TABLETS

We can quote you very favourable prices for bulk or packed tablets of every description. Ask us for samples and prices.



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of every description from 2/- per dozen. Plain or Standard Rulings to suit all makes of Cash Tills. Kings will match your pattern—simply send specimen, stating make of Cash Till. Complete price List of Cash Tills and Cash Till Rolls issued free of charge on receipt of application.

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Apply to your wholesaler
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Eau de Cologne . . . Lavender Water

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FOR TINTING GREY HAIR

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Trial size 8d., per doz. 6/-
1/4 size, per doz. 12/-
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Own Name Cosmetics and Beauty Aids made to special formulae. An extensive specialised experience is at your service. Keenly interesting prices are worth investigating. Ask us to quote. Strictest confidence.

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A PAYING PROFESSION

Our Free Booklet, "Surgeal Chiropody as a Profession," will show you how you can learn AT HOME the latest scientific methods of Foot Treatment. It is allied to your own profession. Qualify for the School Certificate (M.S.S.C.H.) and become a trained expert. Low Fees by instalments.

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Supplied to Chemists only—the repeats are YOURS. Send for a Sample Dozen (2s. post free) to the makers:

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The Perfect Powder for cleaning Dental Plates
THOS. CHRISTY & CO. LTD., Old Swan Lane, E.C.4
Will send Samples and Showcards upon request.



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 SKINCURE
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 2d. DOG BOOK
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There is always a good demand for Sherley's Dog and Cat Foods and Medicines. They are extensively advertised, and Trade Terms are generous with special extra discounts of 2½% discount on £2 parcels plus a further 5% for window display. Excellent range of Show Material supplied free. Being prepared by fully qualified analytical and pharmaceutical chemists you can recommend all Sherley Products with fullest confidence.

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PHARMACY & POISONS ACT 1933

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FARMER'S "BAITED" PHOSPHOR PASTE

Jars 4d. 7½d. & 1/3. Part I. Unscheduled.

FARMER'S VERMIN KILLER (NEW FORMULA)

Packets 2d. 4d. & 7½d. Part II.

"RATMOUSINE" (NEW FORMULA for HOME TRADE)

6d. & 1/- tubes. 2/6 & 4/6 tins. Contains NO statutory poison.

Order from your wholesaler or direct from

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FOR DOGS

EXPELS WORMS WITHOUT DISTRESS A GREAT ANTI-DISTEMPER SPECIFIC

As the result of our extensive advertising in Canine Journals, Chemists are experiencing a general demand for this remarkable Dog Remedy. We are helping you; will you reciprocate by having a small stock? THIS IS A CHEMIST'S LINE.

Retail prices: 1/3, 3/3 and 10/- per bottle. Obtainable direct, or through the following wholesale Houses: Butler & Crispe, Ltd., May Roberts & Co., Sangers Ltd., W. Sutton & Co., Ltd., John Thompson Ltd., Evans Sons Lescher & Webb Ltd., T. & H. Smith Ltd., A. S. Price & Co., Ltd., Blackheath, Birmingham, Southall Bros. & Barclay Ltd., etc. etc.

FREEMANS' VETERINARY CHEMISTS LTD.
 BLACKHEATH, BIRMINGHAM



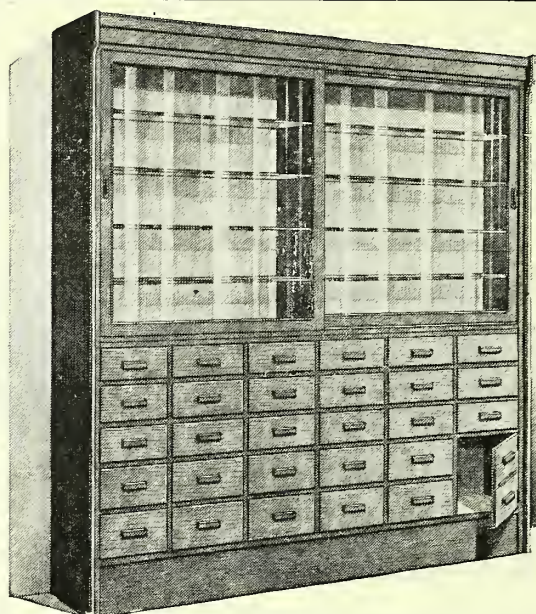
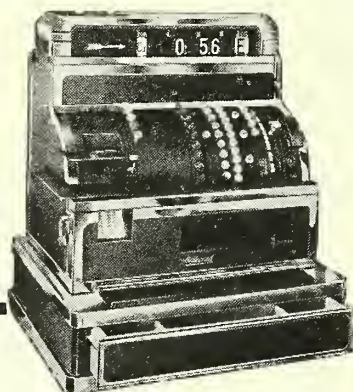
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What is the reason for the fact that every month sees more chemists instal modern National Cash Registers? Is it MORE PROFIT . . . or some other great advantage? Unless you investigate you will never know! Act NOW—your profit is at stake. Full details await your request.

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No. C.D.F. 5631. Chemist's Wall Fixture in polished light oak, 7' 6" high x 6' wide x 11" deep. Four rows of glass shelves at top, encased by sliding glass doors. Bottom section is fitted 28 drawers with lock-up poison cupboard.

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"MOSANS"

Non-Greasy, Odourless

QUININE PESSARIES



15/-
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The CARBOY POURER

is designed to avoid all waste of liquid and protects person handling the carboy. (3)

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SPECIALISTS IN TOILET BOTTLES!
WHOLESALE ONLY

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Suttley & Silverlock's Sale of Poisons Register, while retaining all the features which have made it so popular amongst chemists in the past, has been completely revised in accordance with the new regulations.

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The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

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OSCAR SCRUTON & Co., YORK

WE HAVE BEEN FITTING PHARMACIES
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Let us design your Pharmacy.

Always a Large Stock of New and Second-hand Fittings.

SEND US YOUR ENQUIRIES.

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The famous "Town Talk" Liquid Silver Polish, Silver Plate Cloth, Liquid Pewter Polish, Chromium Plate Cloth, and Cut Glass Cloth, afford you five ways to a woman's purse. They are consistently advertised in women's newspapers and journals, and their qualities make them quick-selling, repeat-order lines.

Push the "Town Talk" 5, they yield a good profit and bring customers into your shop.

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Hard Rubber, Celluloid, Leather and Mole

Covered and Elastic Band Trusses, under the

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"KO-RALLIUM." A new flexible covering for Steel Springs, is immune from Warping, Cracking, Shrinking or Peeling, Non-Inflammable, Impervious to Moisture, Neutral to URIC ACID Secretions.

Supersedes Hard Rubber or Celluloid.

Get to know of this. It is **Something Different!**

Suspensory Bandages and Jock Straps

We offer distinctive lines of outstanding value. Our weaving sheds allow of all intermediate profits being passed to our customers.

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An invaluable protection
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WRIST SUPPORT
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Essential for use after the removal of splints. Popular with all sportsmen and sportswomen for its economy and reliability.

PRICE 9d. EACH

Stocked in Natural, Flesh & Tan by all leading Wholesalers.
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The preference of women for Southalls Sanitary Towels brings steady sales all the year round.

The "ORIGINAL" and most popular.

The "CELTEX" soluble, easily disposed of.

The "K" made entirely of absorbent cotton wool, with very soft cover. The "COMPRESSED" for travelling. A very popular line.

SOUTHALLS (BIRMINGHAM) LTD.



Features of Dalzo-Lastic

- Cuts, minor wounds, boils, abrasions, etc., treated instantly.
- Antiseptic pad gives protection to the part treated.
- Elastic base gives every freedom of movement.
- "Dalzo-Lastic" is flesh-coloured and neat—no obvious, untidy bandages.
- Will keep in good condition indefinitely.
- Supplied in 3d., 6d. and 1/- tins to suit all pockets.

Sole Manufacturers of "Dalzo-Lastic"

A. de St. Dalmas & Co. Ltd., Leicester, Eng.

In order to make the name more descriptive of the product we have altered the name of our "Dalmaplast" Elastic First Aid Dressing to

DALZO-LASTIC

Please make a note of this change of name. Coinciding with the introduction of the new name we have re-designed the tin and are conducting a vigorous advertising campaign in the national press in papers with the combined circulation of over 10 millions.

DALZO-LASTIC FIRST AID DRESSING

Excellent displays are available and descriptive folders (with a free sample!) for distribution to your customers can be supplied. Write for particulars today!



**It's the
MODERN
Poultice
that will
please your
customers**

A poultice in a packet, cut to appropriate sizes, that need only be applied once in 24 hours. Replaces the wet bandage because it retains its aseptic and emollient properties and has tremendous drawing power. The quickest and most satisfactory method of getting rid of Boils, Abscesses and Carbuncles. Show it to any customer who complains of these ills. Retail at 6d. a packet, complete with waterproof cover and bandage. Larger sizes from 1/- to 6/6.

Send for samples and further information

MEDILINTEX
BRAND
THE MODERN POULTICE DRESSING
ROBINSON & SONS LTD.

Wheat Bridge Mills, Chesterfield, & 163 Old Street, LONDON, E.C.1


THE
"MATER"
CLINICAL REGD.

The position of the Mercury column is at once perfectly plain. Red markings above 99.4.

**ALL TYPES OF
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AND OTHER
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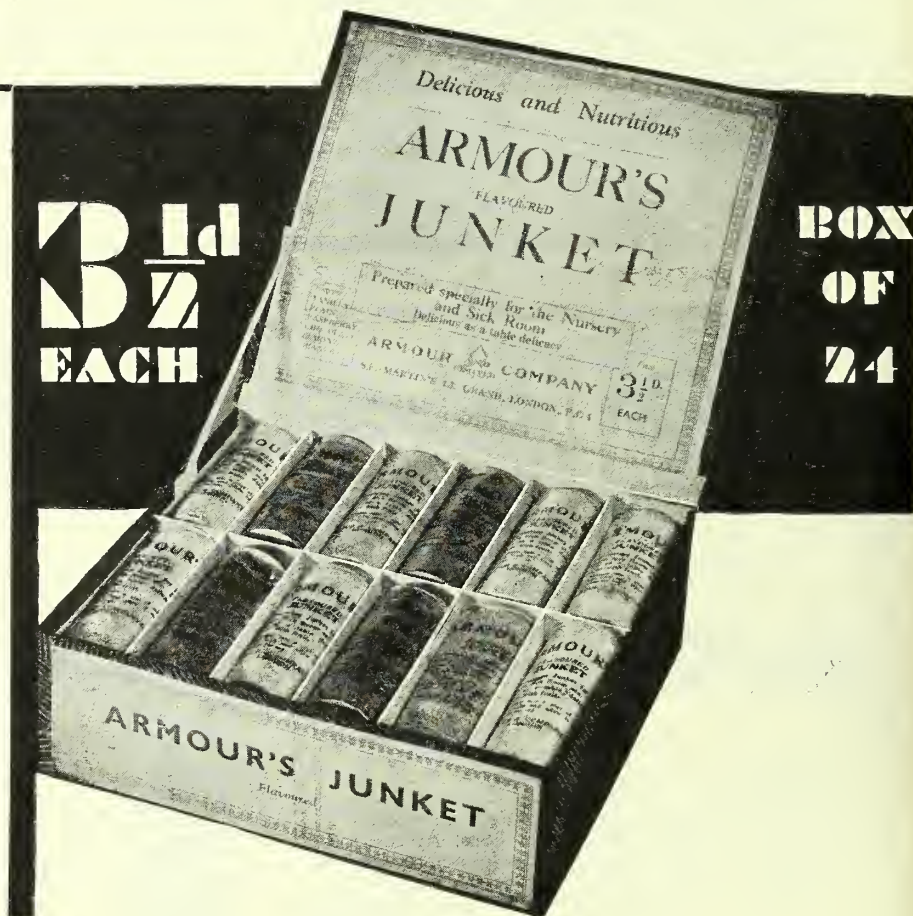
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EASY TO PREPARE
A DELICIOUS
SWEETENED AND
FLAVOURED JUNKET
FOR THE SICKROOM
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ADD CONTENTS TO
A PINT OF WARM
MILK — STIR GENTLY
AND ALLOW TO COOL

**3 1/2
EACH**



**BOX
OF
24**

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CHILDREN'S

TONIC



Display material will be sent with any trial order.

**RED BONE MARROW
CHEMICAL FOOD
MALT EXTRACT**

Potter & Clarke's Children's Tonic, prepared from Red Bone Marrow, Chemical Food and Malt Extract, provides you with the opportunity to create the greatest of goodwill with your customers. The body-building properties of this tonic are well known—your customers will want to buy.

CHILDREN'S TONIC.

Retail 6d. 2½-oz. bottle. Price 4/- doz. Gross lots 3/9 doz.
Retail 1/- 6-oz. panel. Price 6/6 doz. Gross lots 6/- doz.

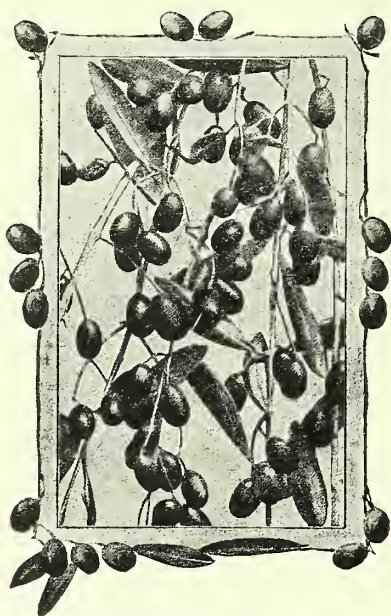
Own name on 3-dozen lots.

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Telephone:
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A FINE SELLING OPPORTUNITY



OLIVE OIL

- ¶ For Generations the British Public has been in the habit of asking for LUCCA and ITALIAN OLIVE OILS generally.
- ¶ In view of the present difficulties with Italy these Italian Olive Oils will not be available and we recommend in their place our CROWN OF ARAGON OLIVE OIL, which has the same characteristics as a Genuine Lucca Olive Oil.
- ¶ We can supply this oil in barrels, drums, cases of 10 x 1 gallon tins, printed in neutral name.



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*Holiday needs
stimulate demand*

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'TABLOID'

BRAND

TEA



Enables fresh, fragrant tea to be
made in a moment.

Its convenience makes it specially
suitable for use out of doors.

Your recommendation at this season
will result in increased sales.

Hinged-lid tins containing 100 products, 10/9 per doz.

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" " " "	200	"	18/-	per doz.

Special Blend—Tins of 100 products, 16/- per doz.



Display it and sell
it together with

TRADE
MARK

'TABLOID' BRAND 'SAXIN'

TRADE
MARK

Each product is equal in sweetening power
to one large lump of sugar.

A bottle of 100 fits conveniently into the pocket or handbag.

Bottles of 100 products, 12/6 per doz.

200 23/6 per doz.

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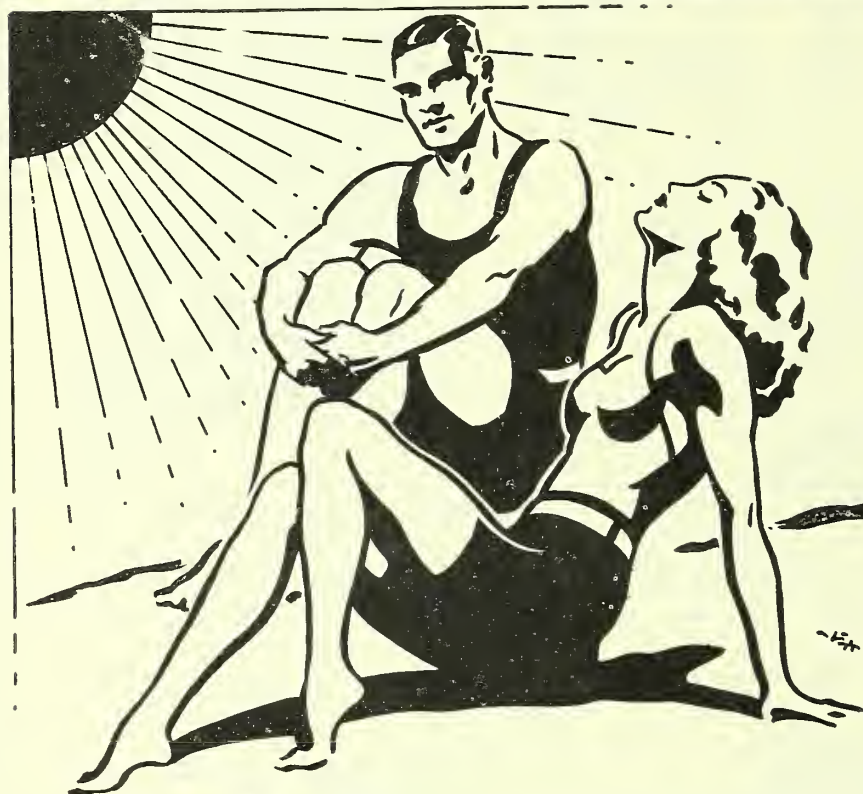
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THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

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News of the Week

Key Industry Exemption Applications

Applications have been received by the Board of Trade for the undermentioned products to be exempted from liability to key industry duty.

ZIRCONIUM OXIDE.

KRYOFIN (METHOXY ACET-PARAPHENETIDINE).

Any communications should be addressed to the Principal Assistant Secretary, Industries and Manufactures Department, Board of Trade, Great George Street, S.W.1, on or before June 6, 1936.

Raw Opium (Amendment) Regulations

The Home Secretary has issued the Raw Opium (Amendment) Regulations, 1936, dated May 1, as Provisional Regulations. The text is as follows:—

In pursuance of Section 3 of the Dangerous Drugs Act, 1920, I hereby make the following Regulations:—

1. In Regulation 5 of the Raw Opium Regulations, 1921, for the words "any person lawfully keeping open shop for the retailing of poisons in accordance with the provisions of the Pharmacy Act, 1868, as amended by the Poisons and Pharmacy Act, 1908," there shall be substituted the words "any authorised seller of poisons within the meaning of the Pharmacy and Poisons Act, 1933"; and for the words "under the Pharmacy Act, 1868, as amended by the Poisons and Pharmacy Act, 1908" there shall be substituted the words "under the Pharmacy and Poisons Act, 1933."

2. These Regulations may be cited as the Raw Opium (Amendment) Regulations, 1936.

I hereby certify under Section 2 of the Rules Publication Act, 1893, that on account of urgency the foregoing Regula-

tions should come into immediate operation and I make them to come into operation forthwith as Provisional Regulations.

(Obtainable (price 1d.) at H.M. Stationery Office.)

Dangerous Drugs (Amendment) Regulations

The Home Secretary has issued the Dangerous Drugs (Amendment) Regulations, 1936, dated May 1, as Provisional Regulations. The text is as follows:—

In pursuance of Section 7 of the Dangerous Drugs Act, 1920, I hereby make the following Regulations:—

1. The following paragraph shall be inserted at the end of paragraph (f) of Regulation 5 (1) of the Dangerous Drugs (Consolidation) Regulations, 1928:—

"(g) persons duly appointed by the Pharmaceutical Society of Great Britain as inspectors under Section 25 of the Pharmacy and Poisons Act, 1933:"

2. In Regulation 6 (1) of the said Regulations for the words "Persons keeping open shop for the retailing of poisons" there shall be substituted the words "Persons who are authorised sellers of poisons within the meaning of the Pharmacy and Poisons Act, 1933"; and for the words "at the shop" there shall be substituted the words "on the registered premises."

3. In paragraph (g) of Regulation 11 (1) of the said Regulations for the words "Section 17 of the Pharmacy Act, 1868" there shall be substituted the words "Section 18 (2) (b) of the Pharmacy and Poisons Act, 1933."

4. In paragraph (b) of Regulation 11 (2) of the said Regulations for the words "a person keeping open shop for the retailing of poisons" there shall be substituted the words "an authorised seller of poisons within the meaning of the Pharmacy and Poisons Act, 1933."

5. In the definition of "Pharmacy Act book" in Regulation 17 (1) of the said Regulations for the words "Section seventeen of the Pharmacy Act, 1868, as amended by any subsequent enactment" there shall be substituted the words "Sections 18 (2) and 19 (3) of the Pharmacy and Poisons Act, 1933"; and at the end of the Regulation the following definition shall be inserted:—

"Registered premises" means premises duly registered under Part I of the Pharmacy and Poisons Act, 1933."

6. The definition of "keeping open shop for the retailing of poisons" in Regulation 17 (1) of the said Regulations is hereby repealed.

7. These Regulations may be cited as the Dangerous Drugs (Amendment) Regulations, 1936.

I hereby certify under Section 2 of the Rules Publication Act, 1893, that on account of urgency the foregoing Regulations should come into immediate operation and I made them to come into operation forthwith as Provisional Regulations.

The Regulations are obtainable (price 1d.) at H.M. Stationery Office.

Dangerous Drugs Acts, 1920-32

(From "The London Gazette," May 8, 1936)

SUSPENSION OF WITHDRAWAL OF AUTHORISATIONS:

JOHN JOSEPH COGLAN

The Home Secretary gives notice that he has suspended until further Order the operation of the Notice, dated June 21, 1930, and published in the London Gazette and Edinburgh Gazette on June 24, 1930, withdrawing from John Joseph Cogan, M.R.C.S., L.R.C.P., the authority granted by the Regulations made under the Dangerous Drugs Act, 1920, to duly qualified medical practitioners to be in possession of and to supply raw opium, coca leaves and Indian hemp, and the drugs and preparations to which Part III of the Act applies; and has also suspended the direction, given at the same time, that it should not be lawful for Dr. Cogan to give prescriptions for the purposes of the aforesaid Regulations.

Whitehall, May 8, 1936.

Shops (Sunday Trading Restriction) Bill

The report stage of the Shops (Sunday Trading Restriction) Bill was concluded in the House of Commons on May 8, and the Bill was read the third time without a division. No point of direct interest to pharmacy arose during the debate, which occupied an hour and twenty minutes.

Chemists' Friends Scheme

A meeting of the Proprietary Association of Great Britain was held at the Hotel Russell, London, W.C.1, on May 7. The meeting was called to discuss the Chemists' Friends scheme and to receive a report from the special subcommittee appointed to negotiate with representatives of the National Pharmaceutical Union. The subcommittee gave a very full report of the negotiations, together with the results of the referendum taken by the N.P.U. on the manufacturers' proposals. Following the result of the referendum, a letter was received from the N.P.U. stating that it would appear that an *impasse* had been reached unless the Proprietary Association were prepared to reconsider their decision upon the limitation of inducements. After consideration of the subcommittee's report, the following resolutions were passed:—

(1) That the N.P.U. be informed that the Association have nothing to add to the offer contained in their letter of April 6, and consequently cannot admit the point of view that the Executive of the N.P.U. are entitled to dictate to the manufacturers how they shall sell their goods, thereby diminishing the trade and profits of the retail chemist by placing restrictions on the goods he is entitled to push and/or display.

(2) That the results of the referendum clearly indicate that only a small percentage of retail chemists support the Chemists' Friends scheme.

(3) That the Association regret that the N.P.U., in sending out questions to the retail pharmacists, failed to consult with the Association so that the issues could have been properly defined and the questions to be answered fully appreciated by those to whom they were addressed.

(4) That the members of the Association refrain from joining the Chemists' Friends scheme and undertake to support the Committee in any action they may consider it advisable to take.

International Congress of Physical Medicine

The Public Health Committee of the Corporation of the City of London gave a dinner in the Art Gallery, Guildhall, on May 12 in honour of the delegates to the 6th International Congress of Physical Medicine, which has just concluded in London. Mr. Gerald J. W. MacDonald (chairman of the Public Health Committee) presided, and was supported by the Lord Mayor, Sheriffs, Aldermen and members of the Common Council. Among the large and distinguished gathering were Sir Percy Vincent (Lord Mayor), Alderman J. D. Laurie, T.D. (Sheriff), Col. W. J. Waldron (Sheriff), Sir Robert Stanton Woods, M.D., president of the Congress, Mr. Arthur MacNalty, M.A., M.D., Sir Henry Gauvain, M.D., F.R.C.S., Dr. W. M. Willoughby, B.A., Dr. A. B. Howitt, C.V.O., M.P., Capt. G. S. Elliston, M.P., J.P., Sir Leonard Hill, M.B., F.R.S., Mr. G. A. Ebbelwhite, LL.D., Dr. G. C. Anderson (Medical Secretary, British Medical Association), Mr. Hugh N. Linstead (Secretary, Pharmaceutical Society), and sixty representatives of foreign medical and health authorities. Dinner was served in the main Art Gallery, the scene being typical of the dignity and splendour of the City.

After the Loyal toasts had been given, Capt. G. S. Elliston, M.P., proposed the toast of "The 6th International Congress of Physical Medicine," and, in the course of an interesting speech, in which he gave a warm welcome to the guests, mentioned that since 1617 the Apothecaries' Company had protected the citizens from "the rashness of presumptuous empirics, and ignorant and inexperienced men." Professor I. Gunzburg (Antwerp) replied on behalf of his colleagues and thanked the chairman and his committee for the honour of being invited to dine with the representatives of the greatest municipal authority in the world. Mr. E. A. Ebbelwhite, LL.D., treasurer of the Congress, in proposing the health of the chairman, paid tribute to the qualities which had made Mr. MacDonald well liked in whatever sphere he became active, and added "was it because he was a spice merchant he was so palatable to his friends?" Mr. MacDonald, replying, said he felt honoured to be the City's representative to receive such distinguished guests gathered together in London for the purpose of the advancement of the science of healing. He hoped they had all enjoyed their visit to London and would take back with them nothing but pleasant memories of their gathering at Guildhall. For over 750 years it had been the privilege of the City Corporation to extend hospitality to distinguished visitors, irrespective of political and religious outlook, and he hoped that, as a result of their meeting and dining together, they would all learn to understand one another better, which was the one great, yet simple, factor that would remove much misunderstanding and mistrust in the world to-day (cheers).



MR. GERALD MACDONALD, C.C.

Inquests

At Batley, recently, an inquest was held on the body of Vincent Tuxford, aged twelve. Evidence showed that the boy's mother found him with a corked bottle in his hand. Although the bottle was labelled "Fever Cure," it contained a moth-killer. Medical evidence was given to the effect that the boy had drunk a mixture containing naphthalene. A "Misadventure" verdict was returned.

An inquiry was held at Dartford, on May 8, concerning the death of Mr. Ernest E. Crofts, husband of Mrs. Crofts, chemist and druggist, Longfield. The coroner asked the widow whether her husband knew where to find any drugs in the shop. The reply was that he did not know much about them and could not read the Latin labels. A medical witness gave evidence that he had been attending Mr. Crofts for gastritis

and a chill since February. The jury returned a verdict of "Death from natural causes."

Sessional Events

A meeting of the Walthamstow and District Branch of the National Pharmaceutical Union was held at "Danecourt," Church Hill, Walthamstow, London, E.17, on April 22, when an address was given by Mr. J. Hearle (a member of the N.P.U. Executive), Mr. W. Gray (vice-chairman) occupying the chair. Mr. Hearle gave an outline of the Chemists' Friends scheme. With one or two exceptions, the members present were in favour of the scheme; and a vote of thanks to Mr. Hearle was carried with acclamation.

The Warwickshire Branch of the National Pharmaceutical Union met at Leamington on April 30, Mr. Wooddisse (Kenilworth) in the chair. A considerable amount of time was spent in discussing the present position of the Chemists' Friends scheme, and the secretary was given power to act in accordance with instructions from headquarters on completion of the referendum. The action taken by the secretary in obtaining support for Mr. Wakefield's amendment to the Shops (Sunday Trading Restriction) Bill was approved.

The annual meeting of the Somerset Branch of the National Pharmaceutical Union was held at Weston-super-Mare recently, Mr. H. W. Vanes in the chair. Mr. F. E. Cooper, Weston-super-Mare, was elected *Chairman* for the coming year and Mr. H. S. Hoyles, Wellington, *Vice-Chairman*. Messrs. Hutchin and Orchard were re-elected *Treasurer* and *Secretary* respectively. Following the business meeting, Mr. C. J. Yeates (Devonport) gave an address on the Chemists' Friends scheme. The result of the referendum was announced. Many members put forward difficulties to be solved with regard to the scheme. Mr. Yeates was kept busy answering the questions, and was thanked for his address.

A meeting of the Reigate, Redhill and District Branch of the National Pharmaceutical Union was held on April 3, when an address was given by Mr. Mallinson on the Chemists' Friends scheme. Mr. Mallinson emphasised that the scheme had not been hurriedly launched. Attempts to effect some control over the drug trade had been started as far back as two years ago, but owing to the many leakages through unauthorised channels, these efforts had had to be abandoned. Attention was then turned to the control of advertised medicines, and the efforts culminated in the present scheme. Provided chemists would back the scheme wholeheartedly, they would win through. Question time provided Mr. Mallinson with numerous queries. Mr. Woolf suggested that if the retail value of an unstamped article was 1s. 3d., the stamped article should bear a 6d. revenue stamp; if this was the position the scheme would be rendered unnecessary. Mr. Mallinson replied that the position was not quite as his questioner had represented. The law held that once an article had been stamped it must remain stamped, hence manufacturers had been compelled to make slight alterations in formulas when destamping. Mr. Barlow remarked that present events seem to show that chemists were afraid that something would happen if they remained united.

Visits to Works

A visit was paid by members of the South-East London Chemists' Association to the laboratories of Parke, Davis & Co., Hounslow, on May 7. The party, which totalled fifty, was in two sections, one being entertained to luncheon, the other arriving later in the afternoon. Great interest was taken in the construction of a new wing. Following tea, a vote of thanks was moved by Mr. Cecil H. Foster (president), seconded by Mr. E. Oswald Wells. Mr. Cathcart (assistant European manager) and Mr. W. K. Knott (sales manager) replied on behalf of the firm.

The spring outing of the Hastings Branch of the Pharmaceutical Society took the form of a visit to the Glaxo Laboratories, Greenford, on April 29. About twenty members, students and ladies from Hastings and Bexhill made up the party. Prior to the tour of the works, lunch was served in the canteen, followed by an interesting talk on vitamins by Mr. Stevenson. The visitors were greatly interested in the hundreds of Wistar albino rats; the bacteriological department—with its incubation chamber; and the chemical laboratories. Students present were much impressed by the methods of sterilisation on the large scale. After tea, Mr. Skyrme proposed, and Mr. H. F. Baird seconded, a vote of thanks to the directors.

A party from the Reading and District Branch of the Pharmaceutical Society visited the factory of Allen & Hanburys, Ltd., Ware, on May 6. The preparation of Allenburys foods, from the reception of the milk to the wrapping of the finished article, was seen, and it was noted with interest that directions for the preparation of the foods were printed in twenty-one languages. The making of pastilles was witnessed, particular interest being shown in the making of the starch moulds and the washing and coating stages. Capsule and lozenge departments were visited, and surprise was expressed at the extent to which hand-made lozenges still find favour. A tour of the galenical laboratories completed the itinerary. Members of the party were impressed by the many ingenious applications of engineering skill to the requirements of large-scale pharmacy, and the evident keenness in their work shown by members of the staff. After high tea, served in the pavilion, the branch chairman (Mr. G. Green) expressed the thanks of the party; Mr. W. B. Nelson and Mr. E. C. Cripps briefly responded. Samples of "A. & H." products were presented to each guest on leaving.

Blackburn

Blackburn Town Council has approved a scheme for the appointment of an inspector of the Pharmaceutical Society under the Pharmacy and Poisons Act, for an experimental period of twelve months, to carry out the work of inspection at a fee of 12s. 6d. per annum in respect of each set of premises registered under the Act.

At a meeting of the Retail Confectioners' Association at Blackburn, on May 5, attention was called to the growing tendency for pharmacists to stock sweets. It was stated that this applied not only to medicinal preparations, but also to boiled sweets, certain types of chocolate and other proprietary lines which had hitherto been regarded as part of the stock-in-trade of the retail confectioner. It was stated that the pharmacists were very keen on reserving to themselves various lines, even to the extent of petitioning Parliament for an Act, and it was thought that the least they could do was to refrain from selling goods which had for generations belonged to another trade. Mrs. Sumner said that while she thoroughly endorsed what had been said, there was another side to this question. Grocers and confectioners sold aspirin tablets and other "so-called cures," and before they started complaining about chemists stocking sweets they should at least put their own house in order.

Liverpool

Work is to commence immediately at Speke, Liverpool, on the erection of a one-story building, part of a large new factory for Manesty Machines, Ltd., and Thompson & Capper (Wholesale), Ltd. In the first building 30,000 square feet of floor space will be allotted for factory purposes, together with offices, mess-rooms, etc. A portion of the land will be laid out as a recreation ground for the company's staff, and it is proposed to let off other portions for the erection of factories on lease. At present the two companies, whose governing director is Alderman Edwin Thompson, have about 140 employees.

London

At the Central Criminal Court, recently, Herbert D. Palmer (36), clerk, Henry A. Smith (31), warehouseman, and George Edis (43) wireless agent, appeared on charges of conspiracy to defraud, obtaining goods, including watches and soap, from various firms by false pretences, and Palmer was charged with forging a cheque for £80. Mr. Cussen, for the prosecution, said that the system of the accused included the giving of false references. Cussons Sons & Co., Ltd., received a letter from a firm named Leicester's asking for quotations for cheap soap. When references were asked for, Messrs. Cussons were told to refer to Harvey Johnson & Mathie. Accordingly £41 worth of soap was sent, which was never paid for. Palmer was sentenced to five years' penal servitude; sentence on Smith was postponed till next Sessions; and Edis was discharged.

At the Conway Hall, London, W.C.1, on May 6, Mr. R. F. Alderton, A.R.P.S. (Kodak, Ltd.), gave a lecture and demonstration on the developing of photographs with a new film developer. However many films pass through it its strength or activity can be kept at a fixed standard throughout its life. This means that all films will receive exactly the right amount of development, and every photographer will know that the negatives he receives back are always as uniformly good as they

could possibly be so far as the development is concerned. Work on this matter in the Kodak Research Laboratories at Harrow began in 1932, but not until 1935 was it actually given a practical test in developing and printing works. Results were so satisfactory that this year it is being put on the market for general use in the photographic trade. The meeting concluded with a demonstration of Kodachrome, the new 16 mm. amateur cine film. With this it is possible to make full-colour "movies" as easily as ordinary black-and-white snapshots.

Manchester

The officers of the Manchester, Salford and District Branch of the National Pharmaceutical Union for the ensuing year were elected at a recent meeting of the Executive as follows:—*Chairman*, Mr. J. E. Edwards; *Vice-Chairman*, Mr. G. V. Tyler; *Treasurer*, Mr. G. M. Haines; *Secretary*, Mr. T. Miller.

At a Council meeting of the Manchester Pharmaceutical Association held on May 7 the following officers for the coming year were elected:—*President*, Mr. J. Grier, M.Sc., Ph.C.; *Vice-Presidents*, Messrs. Edwin Walters and J. W. Wood; *Treasurer*, Mr. W. I. Scholes; *Social Secretary*, Mr. J. H. Franklin; *Secretary*, Mr. T. Miller.

The Manchester and District Chemists' Golfing Society held its second meeting of the season at Sale Golf Club on May 6. The competition was a medal round for a prize presented by the captain (Councillor F. D. Gee). The leading returns were:—

S. Fletcher (Captain's prize)	75	W. J. Hope	..	..	81
E. S. Bury (Second prize)	77	H. A. Travis	..	..	81
C. Stenson	78	J. A. Swaine	..	..	81
H. Woodhead	81				

Morecambe

Mr. F. Hindle, Lancaster, was elected *President* of the Lancaster, Morecambe and District Branch of the Pharmaceutical Society at the annual general meeting held at Morecambe recently. Mr. A. D. Fox (retiring president) occupied the chair, and Mr. W. A. Smith (secretary) submitted the annual report and balance sheet, which revealed a substantial credit balance. Other officers were elected as follows:—*Vice-President*, Mr. C. T. Spenceley; *Committee*, Messrs. C. E. Marriott, A. H. Robertson, H. E. Cuthbert, R. Swaits and R. Knowles; *Auditors*, Messrs. H. Lewty and C. T. Spenceley. The guest of the evening was Mr. A. A. Dick, Glasgow (a member of the Society's Council), whose subject was "The Legislative Needs of Pharmacy." Mr. Dick said he did not know how many of his audience had made a study of the struggle that had been going on for the last ninety-six years in the endeavour to make for their craft a secure place in the accepted social and health services of our nation, but he knew that with even a little knowledge they must be distressed to find how little real progress had been made. They had no lack of organisation, and very costly machinery, but still they had little else than skidding on the live wires. He frankly admitted all the difficulties with which the way was beset, but difficulties were there to be tackled and overcome. On the domestic side the Council were in their element, but when it came to dealing with Government departments they were all "sick of the palsy." If ever they were to have security for pharmacy, it must come through carefully thought out legislation, which could be fully defended and reasonably appealed for. He could not find any instance of an Act which they initiated on their own behalf and carried through. They needed to formulate a Pharmacy Bill of their own, and either try to induce the Government to father it or have it introduced as a private member's Bill. He would suggest, first of all, setting up a representative Committee of Inquiry which would include members of all branches of pharmacy, teaching, institutional, manufacturing, wholesale and the best men in retail pharmacy, with an invitation to the British Medical Association to appoint representatives who from time to time might meet with such a Committee and discuss points likely to affect both sides. The protection clauses for pharmacy in such a Bill would necessarily be left to the Committee of Inquiry, but they must include such as would put a very definite restriction on medical men, confining them to emergency cases and compelling them to keep records of dispensing. Another matter which called for careful watching was the widening of N.H.I. work, for even the present remuneration was not secure, and in Scotland at least there was a prospect of a considerable fight to retain even

what they had, and that was not generous, or even adequate. The Council was the spear-head of pharmacy, but the shaft was, or should be, in the hands of the rank and file, and it was for them to see that the head did not buckle when contact was made with the opponents of pharmacy. Many interesting points were raised in the discussion.

Oldham

At a recent meeting of the Oldham and District Grocers' Association a letter was received from Mr. Herman Kent, secretary of the Grocers' Federation, pointing out that the Oldham watch committee had appointed chemists as inspectors under the Pharmacy and Poisons Act, 1933, in respect of retailers other than registered pharmacists authorised to sell disinfectants, etc., under Part II of the Act. Under this arrangement the nominee of a body representing competitive businesses would be local inspectors. The Federation had protested against this suggestion as being unfair to retailers other than registered pharmacists. They asked that the duties imposed upon local authorities be carried out by officers of the public health or other appropriate department of the Council. The writer suggested that an interview be sought with the Oldham watch committee. Councillor A. Cocker said it had been suggested that the law required that an inspector must be a chemist, but he did not agree. It would be perhaps as well if they wrote to Mr. Kent and ascertained the requirements of the law in regard to the inspectors. Then they could go into the matter fully. Chemists had put up a big fight to capture the sale of these things and to leave the grocers with nothing to sell. Many conflicting opinions were held about the wisdom of grocers selling poisons. For the actual results they would have to wait twelve months. Councillor Cocker also stated that chemists were trying to induce manufacturers not to supply grocers with articles which were not necessarily poisonous. They had what was called the Chemists' Friends scheme. The Grocers' Federation were trying to nip those activities in the bud, and up to the present they had been very successful. The Association subsequently sent a letter of protest to the watch committee on the subject of local inspectors.

Sheffield

An outbreak of fire caused by the sun's rays occurred on May 10 at the pharmacy of Mr. G. C. Jefferson, Midland Road, Rotherham. The damage was not of an extensive nature.

Nearly ninety chemists and friends from Sheffield recently paid a visit to the perfumery factory of Bourjois, Ltd., Croydon. Motor coaches provided by the company met the party at St. Pancras. After an enjoyable and instructive afternoon tea was served. A vote of thanks to Messrs. Bourjois was proposed by Mr. Gilbert and seconded by Mr. Hobson. The managing director (Mr. Patinson) replied. Mr. Gilbert presented £2 10s. to Mr. Antcliffe for the Pharmaceutical Society's Benevolent Fund, collected from the visitors on their way from Sheffield.

Thames Valley

The final meeting of the Thames Valley District Association's Session was held at Kingston-on-Thames on May 4, the president (Mr. C. J. Palmer) in the chair. The chairman reviewed the year's work of the Association, noting the scientific and business meetings, the annual dinner and two dances. A satisfactory balance sheet was presented by the treasurer. The following officers were elected for the year 1936-37:—*President*, Mr. F. G. Davis, New Malden; *Secretary*, Mr. C. B. Harrison, East Sheen; *Social Secretary*, Miss E. M. Robertson, Richmond; *Treasurer*, Mr. Alfred Higgs, Kingston-on-Thames; *Auditor*, Mr. Norman Dewey, Hampton-on-Thames. These, with Messrs. W. S. Howells, Richmond, and W. Morrell, Richmond, form the *Executive* for the year. Mr. W. S. Howells (a candidate at the Pharmaceutical Council election) addressed the meeting. He was not prepared to make promises he could not fulfil. Pharmacists engaged in the retail side should, he considered, have a majority representation on the Council. He disliked the new Act, for by it they had lost a lot of what was promised them. He would fight against any increase in the business registration fee, and was in favour of a new Bill that would restrict dispensing to pharmacists. He did not think that fixing a minimum salary for pharmaceutical employees would be a good thing, for minimums had a way of becoming maximums. A good man could always demand a good salary

in the open market. Pharmacists in the Army should have commissioned rank.

Miscellaneous

CLOSING ORDER.—Newcastle-under-Lyme Borough Council has instructed the town clerk to make a Closing Order for the borough as follows:—Monday to Wednesday, 7 p.m.; Thursday, 1 p.m.; Friday, 8 p.m.; Saturday, 9 p.m.

POST OFFICE PHARMACISTS.—The revised scale of pay for the dispensing staff in the Post Office Medical Service is as follows: Chief dispenser, £325 (by annual increments of £18 to £460); assistant dispensers, £235 (by annual increments of £12 to £305).

ASPRO WELFARE CENTRE.—A new welfare centre for Aspro, Ltd., Slough, was opened by Mrs. G. M. Garcia, wife of the chairman of the company, recently. Stained-glass windows on its main doors represent the British lion and the Australian kangaroo. In a colour scheme of brown, green and chromium are recreation rooms, rest rooms, a first-aid department, a cafeteria, and space for badminton courts and dancing. Refreshments will be obtainable here at cost, all "overheads" being paid by the company. A gymnasium, with squash racket courts, shower baths, massage tables and facilities for sun-ray treatment complete the indoor amenities. The building stands in an acre of ground, in which are lawns and flower beds, hard tennis courts and other attractions.

Irish Notes

Pharmaceutical Society of Ireland

The following candidates were successful in the recent Assistants' examination:—S. G. Boyd, Immaculata G. C. Breen, Josephine Collins, J. K. Daly, Shiela P. Farragher, J. P. Gallagher, Thomas Greany, T. J. Harty, William Irwin, Maureen N. Lee, Bridget M. Moloney, W. P. Mullan, P. J. Mulrooney, Joseph Purcell, Michael Rooney. Forty-four candidates sat for the examination.

Pharmaceutical Society of Northern Ireland

The Calendar of the Pharmaceutical Society of Northern Ireland for the year 1936, which has just been published, is a well-printed book of 194 octavo pages, containing the text of the Acts of Parliament, Statutory Rules and Orders, Regulations made by the Council of the Society, and other legal information. Lists of presidents, vice-presidents, treasurers and other officers of the Society, and the names of the present members of the Council, are also given.

Ulster Chemists' Association

The monthly meeting of the Executive Committee was held in the rooms of the Pharmaceutical Society of Northern Ireland on May 5, the president (Mr. J. McGregor) in the chair. An apology for non-attendance was received from Mr. W. J. Rankin. The secretary reported that the first list of Chemists' Friends names had been sent out; since then eleven additions had been made, and he had forwarded a request to these firms to include Northern Ireland in their agreement with the N.P.U. When this matter had been adjusted the complete list of Chemists' Friends (and their products), as issued by the N.P.U. in April, would be sent to each member. A cheque for £88 17s. was received from the Local British Pharmaceutical Conference Committee, being a refund on a subscription of £100 towards the entertainment fund in connexion with the 1935 meeting held in Belfast.

Dublin Spring Show

Among the many exhibits at the Royal Dublin Society's spring show just concluded at Ball's Bridge, Dublin, none excited more attention than those of the pharmaceutical, toilet and allied industries. The progress made in these industries in the Irish Free State was amply demonstrated. IRISH PHARMACEUTICALS, LTD., had an attractive stand in the Saorstát (Free State) Hall of Industries, on which all the company's medicinal preparations and proprietaries were well displayed; a section of the stand, appropriately decorated in a colour scheme in which the "dawn" colours predominated, was

devoted to Dawn beauty preparations. JAMES CREAN & SONS, Dublin, were showing Dromona and Old French Lavender perfumes and cosmetics. DIXON & Co., Dublin, displayed their range of toilet soaps and cosmetics in the main hall. A bright show of Outdoor Girl cosmetics and novelty perfumes by CRYSTAL PRODUCTS (I.F.S.), LTD., was much admired. In the main hall annex IRISH BEAUTY PREPARATIONS, LTD., and KOLYNOS (SALES), LTD., were represented. Seldom has there been such a big variety of veterinary and animal remedy stands at one spring show. In the main hall, DAY, SON & HEWITT (IRELAND), LTD., BURKE'S CHEMICAL MANUFACTORY, Cork, OSMOND & SON, Dublin, HENRY BELL, LTD., Waterford, HAYES, CONYNGHAM & ROBINSON, LTD., Dublin, COOPER McDougall & ROBERTSON, LTD., Dublin, and the BIOTEX MANUFACTURING Co., Dublin, were represented. Novel advertising signs, including moving arrow neon signs, were being shown by IRISH SIGNS, LTD. THE IRISH GLASS BOTTLE Co., carried a full range of the pharmaceutical bottles and jars now being made at Ringsend, Dublin. Shopfitters who exhibited included A. H. BEX, LTD., Dublin. (Pictures on p. 563).

Irish Chemists' Golfing Society

Everything is now in readiness for the Irish Chemists' Golfing Society's annual three days' outing at Galway commencing on May 25. The local Galway committee, headed by Mr. John Whelan, M.P.S.I., the Society's captain, have arranged for a social and dance on May 24, at which chemists and their friends from all over the country are expected to be present in large numbers. Dublin visitors who wish to secure seats on cars travelling direct to Galway should communicate with Mr. A. F. Roche (secretary), 34 Donnybrook Road, Dublin, or attend at Aston's Quay, Dublin, on May 24 at noon. The schedule of competitions (subject to alteration) will be as follows:—*Monday, May 25, Morning:* eighteen holes strokes, two-classes handicap, up to eighteen and over eighteen, two prizes in each class. *Afternoon:* four-ball *versus* bogey. Short and long handicap competitors paired by draw. Four prizes first and second. *Tuesday May 26, Morning:* eighteen holes bogey. Prizes and classes as on Monday. *Afternoon:* Flag competition. Prizes and classes as morning. *Wednesday, May 27, Morning:* Captain's prize, eighteen holes and strokes on club handicap. Second and third prizes. *Afternoon:* Scotch foursome strokes. Short and long handicap players paired by draw. Additional prizes:—(1) Best gross card during tournament. Prize goes to runner-up if winner has already secured two prizes. (2) Best aggregate cards of five competitions on club handicap reckoned against bogey. Prize to runner-up if winner has already secured two prizes. (3) Worst aggregate card of five competitions on club handicap. Euphemistically called "runner-up prize." (4) Putting prizes. The Competition Committee reserve the right to alter competitions and conditions. Some fifty pharmaceutical and allied industries firms have given prizes for the tournament.

Brevities

Mr. James McKeever, M.P.S.I., The Rexall Pharmacy, Watergate Street, Navan, was a passenger on the s.s. "California" when the first direct service from Dublin to New York was inaugurated on May 9.

In the Northern Ireland Parliament, on May 7, Mr. T. J. Campbell, K.C., inquired as to the cause of the delay in introducing legislation to amend the Shops Act, and asked when such legislation was likely to be introduced. The Minister of Home Affairs replied that inquiries made gave evidence of considerable divergencies of opinion among the local authorities and the various organisations concerned. He was considering the setting up of a committee to examine the subject.

Several pharmacists appear in the list of persons nominated as candidates in the local government elections in Northern Ireland. In Coleraine, Alderman R. F. McCartney, Ph.C., was again returned unopposed. In Newcastle, Mr. Robert Hastings, Ph.C., was nominated for the South ward. Mr. A. L. Martin, Ph.C., was nominated for the Portadown Urban District Council. Mr. John F. Grimes, Ph.C., who is a member of the Pharmaceutical Council of Northern Ireland, was not nominated for the Pomeroy Division of Tyrone County Council, having decided to retire after many years' service.

Scottish Notes

Brevities

Fire broke out at the premises of Mr. James Miller, chemist, Victoria Street, Rothesay, on the evening of May 9. Firemen succeeded in extinguishing the blaze after two hours.

Claiming to be the earliest voter in the Council election, having returned his paper by first post after receiving it, a Scottish chemist remarks that by way of encouragement to new candidates he voted only for such.

In a competition played over the Newbattle course recently twenty-three members of the Edinburgh Chemists' Golf Club took part. Results:—A. H. Gillies (11), 73; J. J. Stone (8), 75; J. McLaren (13), 76. Second Class, R. S. Harvey (15), 79.

The annual bowls competition for the Ayrton Saunders trophy, which takes the form of a rink match, will be played on various Edinburgh greens on June 3. Entries will be welcomed by the Secretary, William Seivwright, 22 Nithsdale Road, Glasgow, S.1.

A correspondent (4/5) writes: "The blue skies and brilliant sunshine with which May has ushered in the summer have relegated the new poison laws, pharmacy inspectors, and such matters to the background. One wonders how chemists and druggists filled up their summer time in the days before the advent of popular photography. The next step is colour photography for the masses. When that becomes a reality summer may be busier than winter."

The sixth annual conference of the Scottish Association of Optical Practitioners will be held in Dundee on June 2 and 3. Open to all opticians practising in Scotland, the conference will commence with the annual golf competition for the Scottish Opticians' golf trophy, at Carnoustie Links, on June 2. A civic reception by the Lord Provost and magistrates of Dundee will follow in the evening. On June 3 the conference will be preceded by a technical lecture, and followed by a dinner and dance in the evening. Full particulars can be obtained from the secretary, 74 Commercial Street, Dundee.

Professor William Oliver presented medals, prizes and certificates to the following successful students in the evening classes at the Heriot-Watt College, Edinburgh:—*Inorganic Chemistry*, I ("Duncan Monteith" prize), A. M. Scott, J. O. Scott, G. S. Christie, Frances Hereward, S. L. Rae, H. Morrison, G. I. Walker, D. Mathieson, P. H. Hughes, S. S.

Duncan, J. S. Wilson, A. W. Wright, C. D. B. Cook. *Inorganic Chemistry*, II ("Marshall" prize), R. Fyfe, W. Gardiner, T. Somerville, A. Drysdale, H. W. Clyne, R. P. McIntock, R. McLean, D. W. Hinton, M. McNeill, J. Brown, T. S. Hand, S. F. McIntosh, Isabella G. Wilson, A. C. Newton, F. R. Crombie, J. Marshall, W. R. Traill, N. Pringle, Alice J. Ross, Catherine Brydone, Rhoda Speirs, A. Thomson, R. F. Cruickshank, J. W. Bowie, A. W. McKenzie. *Practical Pharmacy (Manufacturing Processes)*, G. H. Harrison, W. Hall, E. W. Kitchen, W. D. Hunter, H. Legerwood, A. Inglis, J. M. Gear, Sheila McEwan, F. M. McIntosh, Mary S. Grieve. *Botany*, I (special prize), R. Cruickshank, Rhoda Speirs, M. McNeill, Mary Henderson, J. Marshall, Elizabeth Cranston, A. A. Knowles, J. Brown, E. Mackinnon, Mary Merrilees, W. Nimmo, C. Pippet, C. Nisbet, W. White, H. Morrison, Margaret Robertson, J. Bowie. *Botany*, II ("Wemyss" prize), J. Henderson, W. Thomson, W. Donaldson, W. Stewart, J. Purdie, N. Pringle, J. Durnan, Alison Ranken, T. Woodburn, A. Wilson, Isabella Wilson, F. Scott, W. Thomson, Rachael Mackay, Margaret Robertson, J. Tweedie.

Glasgow and West of Scotland

A fire at the Dawsholm, Maryhill, works of the Glasgow Corporation Chemical Works Department resulted in a loss of 3,000 gallons of tar.

The annual convention of the Northern Chiropractors' Association will be held in the Central Hotel, Glasgow, on June 5 and 6. An invitation to attend is extended to all interested, irrespective of membership of the Association. The programme will include lectures by three Glasgow surgeons; a practical demonstration by Mr. John B. Freebairn (vice-president of the Association); and a lecture on "Plaster Casts" by Mr. J. Maxwell Hogg, Dundee.

The annual meeting of the Paisley and District Chemists' Association was held at Paisley on May 4, the president (Mr. C. J. Stuart) in the chair. The chairman briefly outlined the work of the Association during the past year. The secretary's and treasurer's reports were read and approved. A discussion on Sunday hours took place; it was decided to standardise the midday opening and to institute a rota for the evening attendance during a trial period. The following office-bearers were elected for the ensuing year.—*President*, Mr. C. J. Stuart; *Vice-President*, Mr. T. McKim; *Secretary and Treasurer*, Mr. Douglas A. Moncur; *Committee*, Miss Croll, Messrs. Congalton, D. Hamilton and A. Whiteford.

Topical Reflections

By Xrayer

The Meeting

organised by the West Ham Branch of the Pharmaceutical Society (*C. & D.*, May 9, p. 544) and attended by ten candidates for election to the Council provided a good opportunity for all of them to explain their views on pharmaceutical matters generally. I must confess to some sympathy with the speaker who stated that a candidate putting up on his own initiative might spend from £70 to £100 upon the election, while a retiring member, by pooling his expenses with the other six, might get out of it by paying a seventh of these sums. Candidates, obviously, must be men of some substance, particularly if the same speaker's statement is correct that the cost of being a member of the Council means an expense of £1 or £2 a week. I am afraid I cannot get up much enthusiasm for the "trade filter" advocated by another candidate, i.e., a process of examination through which all new proprietary medicines should pass; the chances of getting this are, I judge, extremely remote at the present time. Readers will recall that a few weeks ago the second reading of the Proprietary Medicines Bill was killed by inaction; this contained provisions which were generally admitted by all parties to be for the safety of the public. If such a Bill could be killed, what chance would a Bill of the type described by this speaker have? The candidate who wanted a new charter to include the control by the Council of hours of labour and wages appeared to forget that this work should be done and, to a great extent, is done by the National Pharmaceutical Union; the Charter is acceptable as it is—the way it is interpreted wants altering.

Your Remarks

on "Olive Oil or Salad Oil" (p. 541) are interesting, although I was not aware that the retail trade in olive oil was suffering through the growing sale of "salad oil." My own experience of the pharmaceutical trade, extending over a period of close upon fifty years, and covering the retail and wholesale sections of it, leads me to say that my conception of salad oil has always been an olive oil of exceptional purity and flavour; and I believe that this definition is understood and acted upon by the reputable wholesale houses to-day, almost without exception. Chemists as a class sell a good-quality olive oil if asked for "salad" oil. While on this question I could wish that the wholesale drug houses would agree among themselves as to the descriptions of olive oil in their lists. Such terms as "superfine," "jar oil," "finest cream," "extra sublimed," "fine," "very fine," are not too helpful to the retailer. Perhaps the descriptions in an old drug list (of 1795) are as good as any—"Oleum Olivæ Optimum" and "Oleum Olivæ Secundum." What are really required are probably not more than three oils, a superfine, which could be regarded as the best type of edible oil, a "pharmaceutical" which could be used for making such a preparation as linimentum camphoræ, but would not be suitable for edible purposes, and between these two an oil which could be described as "secundum." This question of revising descriptions of olive oil incidentally raises the question of drug list nomenclature generally, and stresses the need of some standard method of describing drugs when there is more than one quality.

Legal Reports

Rival Trade Marks.—A pending motion by Ebe, Ltd., cosmetic manufacturers, to expunge from the Register the trade mark "Ebee" owned by Elise Bock G.m.b.H., came before Mr. Justice Crossman in the Chancery Division of the High Court, London, on May 13, on applications by Ebe, Ltd., for a further affidavit of documents on the ground that an order already made had not been properly complied with, and for interrogatories. Mr. F. E. Bray, K.C., for Ebe, Ltd., said they carried on the business of beauty specialists and vendors of cosmetics, toilet requisites, and other goods in the perfumery class, and the motion to expunge the mark of Elise Bock G.m.b.H. was based on various grounds. It was alleged by the applicants that the mark "Ebe" was distinctive of their goods, that the respondents' mark "Ebee" was calculated to deceive, that it was registered without any *bona-fide* intention to use it and that there had been no *bona-fide* user of it, and that the registered proprietors of the "Ebee" mark had licensed or permitted Elizabeth Bock, Ltd. (an English company), to use the mark in connexion with their goods contrary to the provisions of the Trade Marks Act. The applicants were now asking for the disclosure of further documents relating to the manufacture of the goods of the English company and other matters. Mr. Kenneth Swan, for the German company, submitted that all relative documents asked for by the applicants had been disclosed or offered and agreed that the latter should now be included in the affidavit. Mr. Justice Crossman made an order accordingly, observing that such an order cast no reflection on Mr. Swan's clients. It was agreed that the costs of the summons should be reserved. The question of interrogatories was then dealt with, and Mr. Swan said his clients were prepared to put in a counter-statement clearly defining what the issues were. On that understanding a summons concerning interrogatories stood over.

Grey Powder.—At Tower Bridge Police Court, London, on May 12, Mr. John Ernest Jones, chemist and druggist, Bolina Road, S.E.16, was summoned for selling to the purchaser an article not of the nature, substance and quality demanded. Mr. Tudor Jones, solicitor, called evidence to show that on April 3 an agent of the Council bought two dozen "grey powders" at the defendant's shop. She handed in a slip on which was written "One grain grey powder—two dozen." Mr. Tudor Jones said the inspector took the dozen powders—only twelve were obtainable—emptied them into a mortar, mixed them well, and having asked the defendant if he was satisfied with the mixing gave him one-third of the contents. Mr. H. A. Williams, public analyst, said the powder sampled by him (for the Deptford Borough Council) contained 15.6 per cent. of metallic mercury instead of the 33 per cent. laid down by the British Pharmacopœia; in addition there was 36.2 per cent. of powdered sugar and 48.2 per cent. of chalk. The defendant said if he had been asked for "grey powder" and not "grey powders" he would have made some inquiries. He bought these powders ready-made, and could not say whether they had 33 per cent. of mercury in them or not. If he had been asked for "grey powder" according to the British Pharmacopœia he would have made them up himself. The Magistrate: If you are asked, as in this instance, for grey powder and sell something containing over a third sugar, do you not appreciate you are selling a fraudulent article? It is not grey powder according to the formula laid down by the B.P. I have no doubt that when you order you ask for a B.P. formula. Pay 4 guineas costs. I shall dismiss the summons under the Probation of Offenders Act, and I hope the Deptford Borough Council will be told of my suggestion. (His worship had suggested that in such cases the wholesalers were the real offenders.)

Claim for Damages Dismissed.—In the Mayor's and City of London Court, on May 8, before Judge Gerald Dodson, Mr. Frederick Hathaway, Peacock Yard, S.E.17, brought an action against J. Grossmith & Son, Ltd., manufacturing chemists, Loogate, E.C.2, to recover the sum of £18 as damages for alleged breach of contract for non-delivery of goods. The plaintiff's case was that by written contract dated March 4, 1936, the defendants sold and agreed to deliver to him certain perfumes, powders and creams, detailed on a list, totalling £25; that by letter of March 6 the defendants refused and still refused to deliver; and that by reason of this alleged breach of

contract he had suffered this loss of profits, representing the difference between contract price and selling price. Mr. Graham Brooks appeared for the plaintiff and Mr. F. W. Wallace represented the defendants. Counsel for the plaintiff stated that his client had from time to time in the past sold certain brands of goods at cut prices, and for that reason he was (at any rate, at one time) put on the Stop List of the Proprietary Articles Trade Association. The defendants were members of that Association, but on March 4 their traveller, Mr. Dennis Baker, called on the plaintiff, produced his journey list, and said, "Oh! up till now I have had instructions not to call upon you; on my present journey those instructions are not there, so I am free to take an order from you if you will give me one." The plaintiff typed out a list of the goods, produced a cheque, and Mr. Baker stuck a form of printed receipt upon a copy of the typed order. On March 6 Mr. Baker wrote informing the plaintiff that he regretted that his company could not see their way to accept the order owing to P.A.T.A. restrictions and that he had no option but to return the cheque. In evidence, the plaintiff said he carried on business as a wholesale chemists' sundriesman at Walworth and retail at other places. He corroborated his counsel's opening statement. In cross-examination, witness admitted that he had been in a similar sort of case recently, but said he did not begin under cross-examination then by denying any knowledge of the P.A.T.A. He admitted buying under several names other than that of his own trading name of "Junction Drug Stores"; various orders under employees' names were also admitted. Asked by the judge what he meant when he said "I will give you an order and see what happens," witness replied that it was rather difficult to explain what he meant—it was just a figure of speech, and he used odd expressions sometimes. He said he did not sell at cut prices goods for which he could obtain a better price. Mr. Benjamin Myers, drug-store proprietor, Mare Street, Hackney, E., gave evidence to the effect that he was in the plaintiff's shop when the order was given to Mr. Baker, and that in his view apparently the order he was taking was normal. Counsel for the defendants referred to a letter which had been put in from their solicitors to the plaintiff's solicitors, and submitted that this, coupled with the plaintiff's own statement that he would give the order and see what happened, made it unnecessary to call any evidence, as there was no case to answer. In delivering judgment, Judge Dodson said he was not called upon to decide, and it might be a perfectly open question, whether a trade association of this sort was good, bad or indifferent, or whether it was in any way counter to public policy or any breach of any contract at all for a trader to sell at what price he liked; what he had to decide was whether there was a firm contract entered into between the plaintiff and the defendants through their representative, and at first blush it certainly looked as though there was such a contract. But Mr. Hathaway, because he had treated the Court with candour and with frankness, admitted that what he said was, "Well, there is your order, take it"; but it was quite clear that he was in no sense satisfied about it, and it was an experiment. He hoped for something which he did not expect would happen. He (the judge) was quite satisfied that the contract which was made was made subject to it being approved to the knowledge of everybody concerned. He thought it was very lax of Mr. Baker not to mark the contract in the way indicated. The plaintiff had suffered no loss. There must be judgment for the defendants, with costs.

Business Changes

JACK L. BARNETT, LTD., removed, on May 6, to new premises at 12 Meadow Lane, Leeds.

ALLEN & LLOYD, LTD., chemists, Aldershot, have transferred their business to new premises at 31 Wellington Street.

MR. W. M. RUTHERFORD, Ph.C., 51 Rosemary Street, Belfast, has removed to larger premises at 31 Royal Avenue.

MR. JOSEPH SMITH BEANGE, chemist and druggist, has acquired the business of Shirliff & Co., chemists, 66 Goldhawk Road, London, W.12.

MR. R. W. DOBSON, chemist and druggist, has acquired the business at 22 Regent's Parade, Finchley, from Mr. Frederick James Sandberg, chemist and druggist, who has retired.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

ITONIC LABORATORIES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, etc. R.O.: 11 Cheapside, Bradford.

HAMPTON PARK DRUG STORES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists and druggists, etc. R.O.: 508 Portswood Road, Southampton.

PARIAN, LTD. (P.C.).—Capital £2,500. Objects: To carry on the business of manufacturers of cosmetics, toilet preparations, etc. R.O.: 186A Tottenham Court Road, W.C.1.

H. D. HARDIE & Co. (IRELAND), LTD. (P.C.).—Registered in Dublin. Capital £5,000. Objects: To carry on the business of chemists, druggists, etc. Directors not named and no R.O. given.

H. M. STRONACH (CHEMIST), LTD. (P.C.).—Capital £600. Objects: To acquire the business of an optician and druggist carried on by Miss H. M. Stronach at St. John's Road, Isleworth.

W. H. BIRCH, LTD. (P.C.).—Capital £300. Objects: To acquire the business of chemists heretofore carried on by Walter H. Birch and Tom H. Holt at 17 Broadstone Road, Reddish, near Stockport.

VITASAN SERVICES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of dealers in and manufacturers of medical and herbal preparations for veterinary use, etc. R.O.: Argyle House, 29/31 Euston Road, N.W.1.

FERMENE PRODUCTS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers and refiners of salts, acids, drugs, medicines, etc. The first directors are not named. Solicitors: Godfrey Warr & Co., 19 Fenchurch Street, E.C.3.

HARRISON KENT, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in all kinds of surgical, chemical, and orthopaedic, rubber goods, etc. Solicitors: Brooks Davidson & Bartley, 65 Blandford Street, W.1.

HEALTHAIDS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers and merchants of electro medical appliances, surgical, photographic, and other equipment, dispensing chemists, etc. R.O.: Duke Street House, 415/7 Oxford Street, W.1.

LEICESTER, LOVELL & Co., LTD. (P.C.).—Capital £10,000. Objects: To carry on the business of manufacturers of and dealers in casein, glues and sizings, chemists, druggists, etc. The first directors are to be appointed. Solicitors: Lovell, White & King, 5 Thavies Inn, E.C.1.

FERGUSON'S PHARMACY, LTD. (P.C.).—Registered in Edinburgh. Capital £200. Objects: To carry on the business of wholesale and retail chemists and druggists, etc. James H. Pyper, 12 Park Road, Glasgow, C.4, chemist and druggist, subscriber. The first directors are not named.

HYDROSOL PRODUCTS, LTD. (P.C.).—Capital £350. Objects: To acquire the business now carried on by E. L. O. Bower as "Lubrico Oils," and to carry on the business of chemical engineers, chemists and druggists, etc. Clifford O. Bower, Eastcote Cottage, Eastcote, Middlesex, director.

INTERNATIONAL IMPORTING & EXPORTING Co., LTD. (P.C.). Registered in Dublin. Capital £500. Objects: To carry on the business of chemists, druggists, exporters, importers and manufacturers of and dealers in toilet preparations and articles, etc. Thomas Walsh, 14/15 Lower O'Connell Street, Dublin, director.

CUSSENS SONS & Co., LTD. (P.C.).—Capital £100,000. Objects: To acquire the undertaking and all or part of the assets of Cussens Sons & Co., Ltd. (in course of changing its name to C.S.C., Ltd.), including all patents, trade marks and trade names used in connection therewith, and to carry on the business of chemists, druggists, sundriesmen, analysts, etc. The first directors (to number not less than two nor more than six) are to be appointed. Solicitors: Linklaters & Paines, 2 Bond Court, Walbrook, E.C.4.

BOOTS PURE DRUG Co., LTD.—The directors announce that, subject to audit, net profits for the year ended March 31, 1936, amounted to £770,889 8s. 7d., against £750,037 for the preceding year. In addition to the four interim dividends already paid, amounting to 24 per cent., less tax, a bonus of 3d. a share (or 5 per cent.), free of tax, will be paid to shareholders registered on May 8. This is the same distribution as paid for the past seven years.

ENO PROPRIETARIES, LTD.—Accounts for 1935 cover first full financial year since company was incorporated. Initial accounts covered some three months only. Subsidiaries showed balance of operating profits for 1935, before provision for taxes, of £219,879, which, it is stated, is in excess of those for 1934. Net profits of Eno Proprietaries are £158,404, after providing for loss on realisation of shares in Pompeian Co. Profits for short initial period were carried forward. Two interim ordinary dividends of 4 per cent. each, however, have been paid on account of 1935, and it is now proposed to pay a final of 5 per cent., the year's total thus being 13 per cent. Transfer of £15,000 is made to dividend equalisation reserve, and £34,242 carried forward, subject to preference dividend accrued for three months to December 31 (£10,656), against £33,588 brought in.

A. J. WHITE, LTD.—Details of a bonus share distribution are given in a letter sent to all shareholders, as follows:—"The board of directors instruct me to let you know that they propose to recommend at the approaching annual general meeting the creation of 100,000 new shares of 10s. each and the distribution thereof amongst the shareholders as a capital bonus, in the proportion of one bonus share to every six shares already held. The basis of this proposed distribution will be such that (a) the bonus shares will not participate in the dividend for the past year already referred to, but will rank with the existing shares for all other future dividends; (b) the shareholders entitled to participate will be those registered as shareholders on June 11, 1936. The directors are advised that the distribution will be of the nature of an accretion to capital, and that no income tax will be payable in respect thereof." The shareholders will be asked to approve the payment of a final dividend of 7½ per cent., making a total of 12½ per cent. for the past financial year.

BEECHAMS PILLS, LTD.—The directors recommend a final dividend on the deferred shares of 25 per cent. This makes, with the two interim dividends of 12½ per cent. each, a total of 50 per cent., less tax, for the year ended March 31 last. For the previous twelve months the distribution was 27½ per cent., which included one interim payment of 7½ per cent. and a cash bonus of 2½ per cent. It is also proposed to distribute a capital bonus of one deferred share for every 20 deferred held. The eight per cent. cumulative preferred shares again receive a participating dividend of 2 per cent., less tax, making the maximum 10 per cent. for the year. In the following table the company's profits and distributions since registration in 1928 are compared:—

Year to March 31	a Net profits	Deferred dividend		
		Interim	Final	Total
	£	Per cent.	Per cent.	Per cent.
b1929	210,449	20	20	40
1930	150,387	10	15	25
1931	135,596	7½	7½	15
1932	179,496	5	10	15
1933	181,582	5	15	20
1934	193,927	5	c 17½	22½
1935	213,484	7½	20	27½
1936	d	25	e 25	e 50

a After tax. b Fifteen months. c Including 2½ per cent. bonus. d Not yet announced. e Plus scrip bonus of 5 per cent.

The authorised and issued capital is now £2,250,000 in 2,000,000 eight per cent. cumulative participating preferred shares of £1 and 1,000,000 deferred of 5s. The balance of 238,293 preferred shares were issued in November, 1934, at 32s. per £1 share.

Trade-Mark Applications

North-East and East London Pharmaceutical Association, St. John's Institute, Urswick Road, Hackney, at 3 p.m. Annual meeting.

Pharmaceutical Society's Annual Report

The following are the portions of the ninety-fourth annual report of the Council of the Pharmaceutical Society which are of general interest:—

REGISTRATION.—The total number of persons on the two Registers was 22,280, an increase of 169. The number of names in the Register of Pharmaceutical Chemists was 1,292, a decrease of 156. The names in the Register of Chemists and Druggists of persons not also registered as pharmaceutical chemists numbered 20,988, an increase of 325. The number of persons acting as superintendents of limited companies, firms or partnerships under the Poisons and Pharmacy Act, 1908, was 1,854, an increase of 34. The number of persons registered during the year as apprentices or students was 1,097, a decrease of 186. The number of student-associates increased by 168 to 960.

EXAMINATIONS.—The number of entries, including re-entries, for the whole or part of the Preliminary Scientific examination was 2,633, and 992 candidates passed; the corresponding figures for the Chemist and Druggist Qualifying examination were 1,560 entered and 769 passed. There were 104 entries for the Pharmaceutical Chemist Qualifying examination, and 42 candidates passed; 10 reached the standard necessary for registration as chemists and druggists. For the examination for the Diploma in Biochemical Analysis there were 47 candidates, and 26 passed. No candidates entered for the examination for the Diploma in Pharmaceutical Analysis. There were 51 candidates for the Scholarships examination, 3 for the Herbarium competition and 11 for the Council Prizes competition.

LEGAL.—Visits were paid by the Society's inspectors to 6,406 chemists' shops and 3,398 other shops to ascertain whether the provisions of the Pharmacy Acts were being observed. After consideration of the inspectors' reports, the Council authorised proceedings in 108 cases. In addition, the inspectors obtained evidence of a number of infringements of Section 5 of the Poisons and Pharmacy Act, 1908. These were reported to the police. . . . In response to an inquiry to local authorities, whether they wished to employ the Society's inspectors for inspecting the premises of listed sellers of poisons, it was learned that eleven authorities wished to avail themselves of the opportunity to do so. The Council decided that this number would not involve any increase in the number of inspectors. The Regulations of the Statutory Committee were approved by the Privy Council, and became effective on January 1, 1936. . . . On May 29, 1935, the Poisons Board submitted to the Home Secretary the Poisons List . . . and a draft of the Rules which they recommended should be made under Section 23 of the Act, together with an explanatory report. On December 21 the Home Secretary made the Poisons List Confirmation Order and the Poisons Rules 1935. . . . Steps were taken to ensure that amendments were included in the Registration and Regulation of Osteopaths Bill to safeguard the privileges of pharmacists and prevent registration under the Bill permitting the keeping of "open shop" for the sale of drugs or the compounding and dispensing of medicines. . . . Amendments to the by-laws were passed providing for the registration of premises and for an alteration in the penalty for failure to pay the personal retention fee from 21s. to 10s. 6d.

EDUCATION.—The new Regulations governing the Preliminary Scientific examination and the Chemist and Druggist and Pharmaceutical Chemist Qualifying examinations, prepared in the previous year, were approved. . . . In consequence of the new Regulations, it was necessary to consider the arrangements for the teaching of physiology in the various schools of pharmacy and certain requirements in respect of the qualifications of teachers were laid down. The Council are pleased to be able to record the willingness of the schools generally to co-operate. . . . The "Local Advisers" scheme was extended to include a large number of additional centres in view of the experience gained from its operation during the experimental period. The Regulations for the Diplomas in Biochemical Analysis and Pharmaceutical Analysis are being reviewed in the light of experience gained from their operation. . . . The Regulations for the Council Prizes Competition were reviewed, and a number of changes made to bring them into line with the new Examination Regulations. . . .

FINANCE.—The accounts for 1935 are presented in a new form. The income and expenditure in all departments are given in one account in greater detail than formerly, and preceded by a summary; and the assets and liabilities are ranged in one statement. The new form gives a more comprehensive view of the Society's finances, whilst preserving the identity of the individual funds. . . . The income of the Society was £98,550, a decrease of £7,153, and the expenditure £89,428, an increase of £2,654. . . . In the College there was an increase in both income and expenditure, but the net cost was £752 less. . . . The sum of £15,000 was transferred to the premises fund, which now amounts to £72,338. . . .

THE COLLEGE.— . . . All the places for the courses for the Chemist and Druggist and the Pharmaceutical Chemist Qualifying examinations, for the Degree of Bachelor of Pharmacy, and the two evening courses in Biochemical Analysis and Methods of Sterilisation have been filled for the 1935-36 session. A welcome feature of the entries was the increase in the number of students taking the second year

of the Ph.C. and B.Pharm. course. . . . The Council acknowledge with gratitude the co-operation of the authorities of University College in having provided facilities for the work that could not be done in the Society's College under the old syllabus. Another consequence of the new syllabuses is the teaching of physiology in the College. . . . Permission has been given for several meetings of other scientific bodies to be held in the College, and this has helped to make its work more widely known in scientific circles. Twenty-nine research papers from the five departments of the College were published during the year. . . .

BENEVOLENT FUND.—The total income was £5,918, of which £2,677 was derived from subscriptions and deeds of covenant. The expenditure on casual grants among 185 persons was £4,119, and on annuities £2,048. Six additional annuitants were elected to fill vacancies, making a total of 45. The necessary expenditure on grants and annuities was £249 more than the income, a position which is accounted for by the increase in casual grants. . . .

WAR AUXILIARY BENEVOLENT FUND.—Applications for assistance from this Fund are still being received. The expenditure showed a decrease, being £1,150 against £1,567. The balance of the Fund is now £4,008, of which £1,129 is reserved for maintenance of two orphans now at the London Orphan School. The cost of maintaining these orphans during the year was £110.

ORGANISATION.—The number of branches remained unchanged at 119. . . . Rules of procedure to govern the submission of motions and the conduct of delegates' meetings were drawn up for adoption by the Conference in 1936. Following the suggestion made at the delegates' meeting at Belfast, it was decided to alter the expression "branch delegate" to "branch representative." Model rules for branches have also been prepared, and if approved by the 1936 Conference, will be required to be adopted by all branches. . . . All branches received a memorandum on public medical service schemes, explaining their origin, purpose and organisation, together with suggestions that would be helpful to branches in endeavouring to secure the participation of pharmacists in these schemes. . . . Few of the branches affected, however, responded to this inquiry or appeared to show interest in the question of linking up with the services. . . . The register of unemployed pharmacists, which had been kept since 1932, was discontinued as the number of names included in it had declined to such an extent that it no longer served the purpose for which it was instituted.

PROPRIETARY MEDICINES.—Representatives of the Society and of the British Medical Association have had under consideration a scheme to be operated jointly by the two bodies for the chemical and pharmacological examination of proprietary medicines advertised to the medical profession with a view to the publication of a list of those preparations for which the claims made are considered justifiable.

PUBLICATIONS.—There is evidence that the new policy in regard to "The Pharmaceutical Journal" continues to receive an increasing measure of appreciation. . . . The Council's decision early in the year not to accept advertisements offering a salary of less than £200 a year for a qualified person met with general approval. . . . The twentieth edition of Vol. II of the "Extra Pharmacopœia" was published in the autumn being the first production since the Council undertook responsibility for this publication. The volume has been carefully and thoroughly revised by the editor, Mr. C. E. Corfield, and his staff. In the "Quarterly Journal of Pharmacy and Pharmacology" the provision of abstracts was well maintained. . . . The Society's Examination Regulations now require a candidate to possess a knowledge of the history of pharmacy from 1600 A.D., and the Council have arranged for a textbook on the subject to be prepared for early publication. Arrangements were also made for the production of a handbook on poisons law as soon as possible after the Poisons Rules were published. . . .

BRITISH PHARMACEUTICAL CONFERENCE.—The seventy-second meeting of the British Pharmaceutical Conference was held in Belfast in June. Five hundred and forty-eight persons, including 146 delegates, attended. . . . Twenty-five papers were read at the Science Sessions. The experimental alteration in the type of delegates' meetings mentioned in last year's report as having been arranged was carried into effect. Two full meetings of delegates were, however, held, instead of the one proposed, as the number of motions submitted was more than sufficient to take up the time of one meeting. . . . The branch secretaries' meeting, held for the first time as part of the new arrangement, was well attended, although it had to be held at an inconvenient hour. . . . The excellent arrangements made by the Local Committee and the hospitality of the municipal, University and Government authorities, together with the spontaneous kindness and attention of their hosts and the delightful scenery of the country added greatly to the enjoyment of the visitors. The Council record their warm appreciation of the labours of all those who contributed to make the Conference so successful.

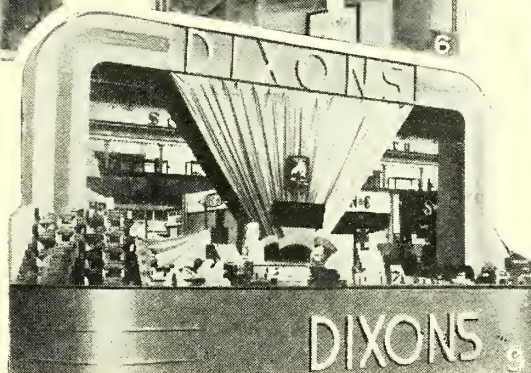
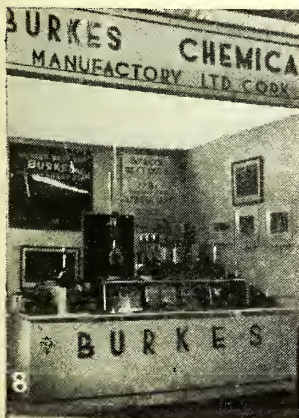
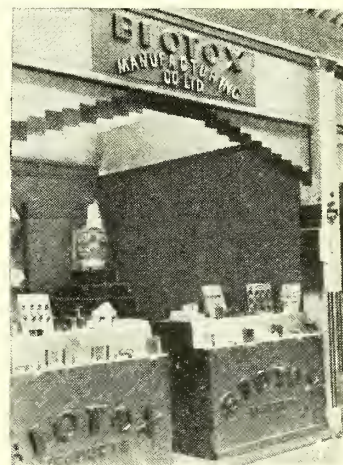
Other matters dealt with in the report include the Libraries and Museum, the North British Branch, the Twelfth International Congress of Pharmacy, parliamentary representation, air defence, the Society's new building, and the year's obituary.

At Dublin Spring Show

1. Crystal Products, Ltd. (Outdoor Girl preparations). 2. Irish Pharmaceuticals, Ltd. (Mr. S. T. McAnley, managing director, left centre). 3. Day, Son & Hewitt (Ireland), Ltd. 4. Irish Signs, Ltd.



5. Irish Pharmaceuticals, Ltd. (Beauty preparations). 6. Osmond & Co., Dublin (Veterinary preparations). 7. Boitox Manufacturing Co., Ltd.



8. Burke's Chemical Manufacturing, Ltd., Cork (Veterinary and disinfectant preparations). 9. Dixon & Co., Dublin. (Cosmetics and toilet preparations).

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 28 Essex Street, London, W.C.2."

Report on the April Analytical Exercise

THE powder distributed to students on April 14 contained eight parts by weight of potassium sulphate, one part of potassium chloride, and one part of potassium hydrogen tartrate. The calculated composition of such a mixture is:—

K	...	...	...	...	...	43.3
SO ₄	...	...	...	...	...	44.1
Cl	...	...	...	...	...	4.7
C ₄ H ₄ O ₆ and H	...	...	...	...	...	7.9
						100.0

Samples of the powder were distributed to twenty-two students, and twelve reports on analyses were received. Potassium and the sulphuric acid radical were detected in every case, but one student reported bromide instead of chloride, while there were no fewer than seven failures in the detection of the tartrate. Phosphate, oxalate, and citrate were reported in error, the evidence adduced in support of the presence of the organic acid radicals, in particular, being of a most circumstantial description.

The only difficulty presented in this analysis was connected with the presence, in relatively small proportion, of the tartaric acid radical. The usual preliminary tests indicated the presence of organic matter, with the probability of this being a tartrate or a citrate; hence, after the easy detection of sulphate and chloride had been effected, the efforts of most students were centred upon examining this matter. As already indicated, the failures in detecting the tartrate were numerous, and most of them arose through reliance upon the frequently troublesome tests founded upon the differences between calcium tartrate and calcium citrate—tests which even in experienced hands are not always wholly satisfactory. The best positive tests for tartrate were the silver mirror reduction test and the test with resorcinol and sulphuric acid. The presence of the chloride was a point that it was well to keep in mind in the necessary preparation to employ the former of these tests. The absence of citrate was most conveniently established by means of the mercuric sulphate and potassium permanganate test of Denigès.

The whole matter of testing for tartrate or citrate, or for both side by side, is one to which it is well worth while to devote some careful practical attention in order to learn the merits and the limitations of the various tests commonly employed, and we commend an examination of it to our correspondents.

PRIZES

The First Prize for the best analysis has been awarded to:—
W. NEWTON, 84 Heald Place, Manchester, 14.

The Second Prize has been awarded to:—
CLARENCE K. BOWE, 7 Blackacre Road, Dudley.

First Prize.—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

Second Prize.—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

The students to whom prizes are awarded are requested to write at once to the Publisher, naming the book or books they select.

MARKS AWARDED FOR ANALYSES

1. Correspondents who have not passed in Chemistry:—

W. Newton (1st Prize)...	89	Mist. Anasid	...	77
C. K. Bowe (2nd Prize)...	79	Chymist	...	74
Analysis ...	77	Facta non Verba	...	74

2. Correspondents who have passed in Chemistry:—

Mitosis	...	97	Poppy	...	89
Aganippe	...	92	E tan e epi tan	...	70
Hippocrene	...	92	Nihil	...	68

TO CORRESPONDENTS

W. NEWTON.—Failure to observe brown fumes on boiling a substance with dilute nitric acid does not indicate the absence of traces of a bromide. Why not employ the really delicate test of adding a drop of chlorine water and shaking out with chloroform or carbon bisulphide? The test for an oxalate that you employed was not a very characteristic one.

C. K. BOWE.—The test that led you to conclude that tartrate and citrate were absent was not quite appropriate. Tartrate must be present in considerable proportion to prevent the formation of a precipitate by ferric chloride in an alkaline solution.

ANALYSIS.—Chlorine was not evolved on heating the powder with hydrochloric acid: the pungency observed was merely due to the volatilisation of some of the acid. The reagent employed in testing for magnesium is sodium phosphate—not "hypophosphate."

CHYMIST.—The powder did not give the Denigès test for citrate. Read the first sentence of the immediately preceding reply.

MITOSIS.—We note with satisfaction the up-to-date character of the "triple nitrite" test for potassium which you have successfully applied.

AGANIPPE.—The faintly acid reaction of the aqueous solution of the powder was really due to the acid tartrate present.

E TAN E EPI TAN.—Do not rely exclusively upon the difference in solubility of silver chloride and silver bromide: the difference is not sufficient to form the basis of a perfectly reliable test.

The Analytical Tournament

The six months' contest in qualitative analysis terminates with the present exercise. The competition attracted twenty-seven students, of whom eight submitted reports upon all six of the exercises set from November till April. The awards, as described below, present an unusual and interesting feature, inasmuch as the winner of the third prize in last year's tournament heads the list this year, thereby securing the first prize as a reward for his perseverance—an achievement that is permitted under the published conditions of the tournament. Special congratulation is due to him upon his success.

Another matter of interest is met with in the fact that the attraction of the tournament for students who have already passed in chemistry, noted last year, has been maintained in the present instance. Nevertheless, it must be admitted as somewhat disturbing that tournament prize level has not been reached this time by any of the competitors who have not so passed.

The First Tournament Prize, of books to the value of £3 3s., with a Certificate of Honour, has been awarded to "MITOSIS" (Mr. Ralph Pearson, 4 Ulverston Avenue, Withington, Manchester), whose aggregate of 565 marks is made up, with only a single considerable falling-off, of 96, 77, 100, 97, 98 and 97.

The Second Prize, of books to the value of £2 2s., with a Certificate of Honour, has been awarded to "E TAN E EPI TAN" (Mr. Charles N. Thompson, Glenesk, Lime Avenue, Staveley Town, Chesterfield), whose aggregate is 516, made up of 95, 97, 73, 87, 94 and 70.

The Third Prize, of books to the value of £1 1s., with a Certificate of Honour, has been awarded to "POPPY" (Mr. Charles H. Swann, 26 Bagnall Street, Newcastle, Staffs), whose aggregate is 512, made up of 94, 73, 74, 92, 95 and 84.

Congratulations having been expressed already to the winner of the first prize, it remains to congratulate the other two prize-winners on their success and to thank the other competitors for their work during the session.

The prize-winners are requested to communicate at once with the Publisher specifying the books they wish to receive as prizes.

LINGUISTIC KNOWLEDGE ESSENTIAL.—One of the post-war developments in Palestine is the growth of retail chemists' businesses. The big towns which have a large proportion of immigrant Jews—Tel Aviv, Jerusalem, Haifa, Jaffa, and so on—have to cater for clients of many nationalities; and he sells most who knows most languages. The following advertisement in the "Palestine Post," a Jerusalem newspaper, is indicative of the multi-lingual capacity acquired: "Pharmaceutical Chemist, with licence of experience, good knowledge of English, Hebrew, French and Arabic, seeks employment."

Publicity and Sales

THE results obtained in an inquiry into the co-ordination of publicity and selling, organised by the research committee of the Incorporated Sales Managers' Association, have just been issued. More than 100 replies to the lengthy questionnaire were received, and these have been collated, for the most part, in tabular form. The following classification has been evolved:—

A.1.—Branded goods with a recurring demand, which are "consumed" in the more popular sense of the word, e.g., foods, beverages, tobacco, patent medicines, toilet goods and household preparations. These goods all sell at a low unit price per packet, tin, or bottle, and their marketing problems and methods may be considered similar.

A.2.—Branded products with a higher and more widely varying value, which are bought for the service or pleasure they give, e.g., motor cars and accessories, radio, musical instruments, furniture, household appliances, jewellery, toys, clothing, sports and games, and hobbies.

B.—Goods and services of interest to business concerns.

Type of Distribution

The principal items of general interest are the following:—

Distributed to:	A.1	A.2	B
Retailer only	8%	28%	4.3%
Wholesaler only	8%	24%	4.3%
Retailer and wholesaler	76%	44%	—
Retailer, wholesaler and consumer	—	4%	8.8%
Wholesaler and consumer	—	—	8.8%
Consumer, by mail order only	4%	—	13.0%
Consumer, by salesmen only	4%	—	60.8%
	100%	100%	100.0%

Except where shown otherwise, distribution is effected in each case with the aid of salesmen. It will be noted that, as might be expected, wholesalers get a larger share of business in the case of the lower-priced commodities covered by Group A.1, although the percentage of firms in Group A.2 marketing through wholesalers only is higher than that for Group A.1. This indicates that higher-priced goods have more clearly defined and less mixed methods of distribution.

Proportionate Allocation

The allocation of advertising expenditure over the various media is expressed in averages below:—

	Av. for Firms in Group		
	A.1	A.2	B
Press	65%	43%	42%
Poster	9%	3%	1%
Direct mail	3%	15%	38%
Display	14%	20%	2%
Exhibitions	3%	9%	7%
Other media	6%	10%	10%
	100%	100%	100%

These figures call for little comment, but a number of interesting facts emerge when the methods of the various groups are studied. Press advertising is naturally the largest item, and this includes national, local and trade Press. The Press advertising in Group B will be trade Press advertising. Direct mail advertising naturally increases as one moves away from Group A.1 (products in packets, tins and bottles), while Press and poster advertising decline. A notable feature is that firms in Group A.2 spend proportionately more on display than do the other firms.

Suggestions

On the question of inviting suggestions or criticism from sales staff and customers, the practice was as follows:—

Firms which invite such suggestions:	A.1	A.2	B
(a) from sales staff only	32%	60%	70%
(b) from customers only	—	4%	—
(c) from both	48%	20%	26%
(d) from neither	20%	16%	4%
	100%	100%	100%

Local Advertising

Methods of local advertising may be gauged by the following:—

	A.1	A.2	B
Firms which organise window display competitions	8%	16%	Not applicable.
Firms which pay part cost of dealers' local advertising	32%	52%	Not applicable.
Firms which supply sales literature overprinted with dealer's name and address	40%	84%	22%

This analysis shows that firms with the higher-priced product co-operate more fully with dealers—this is perhaps because the products in Group A.1 will be sold to a large number of dealers in any one town, whereas the goods in Group A.2 may be distributed by a smaller number of appointed dealers.

Another question dealt with the insertion of dealers' names in local Press advertisements, and a marked, yet understandable difference in policy will be observed between Groups A.1 and A.2. Group B is not included, because the question does not arise, there being no local advertising. In Group A.1: No firm inserted dealers' names in local advertisements. In Group A.2: 44 per cent. did so. 44 per cent. did not. 8 per cent. had no local advertising. 4 per cent. did not answer this question (possibly because they did not advertise locally).

Other questions deal with the relations between various departments of large manufacturing businesses.

The Essays of Archibald—II

THERE is grate excitement in the Kamomile Pharmacy and among the general public of Manhole-in-the-Mudd. For the Boss has decided to become a Counsel candidate. Things have come to such a pass, he sed, that something draskit must be done to stop the drirot. So he burnt the mid-nite oil, put a 6 by 4 sergical banditch soaked in 60 per cent. lysol on his throbbin brow and prepared an eiecksion adress.

It is obvius, he ses, that pharmacy is in a parlour state for want of Wise Guidens. What we need is a Diktater; for presint members of the Counsel are mere musilage of Traja-canth in the hands of Highlie Payed officialls. Therefor when eieckted he will fight for the rites of the retaler, ensist on everybody being a chemists' friend and vote for another 500 thousand to be sett aside for a Pallis for Peayteeay. There is not enuff enterprize, he ses, in the development of the Ames and Objeks of the Sossiety. We want more Bilogical Laba-tories, more exyaminers and a lott more publickations. What is a mear drop of 15 or 20 thousand a yere when pharmasists, ses he, bursting to Kintribute untolled guineas for any purpiss the Dormitorie Nurses putt down on the Agenda?

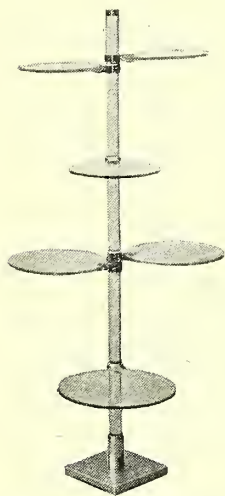
As for Parliament, the Home Seckeratary must be putt in his plaice. We must be respeckful but firm on this lysol business, and ensist on all real posions being handed over for free distribution by the Milkman and the Catsmeat Merchant. This is a Free Countrie, he ses, and our esteemd reperrepresentatives on the Posions Bored should be sensured severely for creating a monoppoly in the Esthers of Asetylhidrocodeinone. It is unfare and un-english, ses he, to have pharmasists rolling in luxurie from the sale of gallins of esthers and tuns of skopolamine hidrobromide while respeckted irunmongers eek out a misrable existense by peddling barrills of arsenick and hogshedds of weedkiller.

THE statue of Hygieia (referred to in our issue of April 25, p. 477) was sold at auction by Messrs. Christie for 570 guineas.

CANADIAN PRICE WARS.—It is stated that price wars among druggists in various important cities in Canada continue to spread. In Ottawa it is said that "certain groups are determined to break the competition offered by the chain stores." In so doing they are sacrificing profits of members, but the view taken is that there is no help for it.

Trade Notes

TRANSPARENT DISPLAY STANDS.—J. C. King, Ltd., 42-60 Goswell Road, London, E.C.1, have recently introduced a series of display stands which offer a minimum of obstruction to vision and light. Uprights and shelves are of glass, and the only metal parts are the base and collars, which are adjustable upon the uprights. Details were given in a recent issue of the *C. & D.*



"THE PRESCRIBER."—The May issue of "The Prescriber," which, as is well known, specialises in the presentation of the progress of medical science, directs attention to recent advances in endocrinology. This is the sixteenth annual endocrinology number and is concerned with the year's progress in this important branch of medical science. Specimen copies of this issue are priced at 3s. 6d. each, post free, from the Editorial and Publishing Offices, 65 Castle Street, Edinburgh, 2. The Editor of "The Prescriber" is Dr. Thomas Stephen-

son, who was formerly a member of the Board of Examiners in Scotland.*

ANNUAL OUTING.—Burgoyne, Burbidges & Co., Ltd., East Ham, E.6, announce that their works will be closed on May 30 on occasion of their annual outing.

NEW MEDICAL SPECIALITIES.—Coates & Cooper, Ltd., 94 Clerkenwell Road, London, E.C.1, are introducing to the medical profession two new medical specialties, namely, "Fangat," which is a medicated cataplasma in three forms, and "Carcurnat," a substance of vegetable origin used in the treatment of liver infections, gall bladder and in intestinal sepsis. Descriptive literature is available on application. Messrs. Coates & Cooper, inform us that they have recently been appointed sole distributing agents in the United Kingdom and Dominions for Recresal, which is described as calcined sodium dihydroortho-phosphate and is intended for use in exhaustion and constitutional debility.

GLYCO-THYMOLINE.—Thos. Christy & Co., Ltd., Old Swan Lane, London, E.C.4, announce that on and after July 1 prices to the public of Glyco-Thymoline will be reduced. No rebates will be allowed for stocks, and chemists are, therefore, asked to order between now and July 1 only sufficient to meet requirements. Details were given in the *C. & D.*, May 9.

LACTO-CALAMINE.—Last week we referred to the attractive display material supplied by Crookes Laboratories, Park Royal, London, N.W.10. We illustrate herewith one of the very



handsome displays issued. It is printed in colour and is bound to draw attention to this particular preparation. Further details in regard to the supply of this show material may be obtained on application.

HACK'S ANTISEPTIC OUTFIT FOR BITES AND STINGS.—Edward Hack, Ltd., 73-78 High Holborn, London, W.C., have added to the list of useful pocket pencils an antiseptic bite and sting outfit, which contains a styptic and plaster at one end of the pencil and a small bottle of soothing lotion. Refills are obtainable. These pencils can be sold from the card, which is illustrated herewith.



PHARMACY AND POISONS ACT, 1933.—It is announced in this issue that conditions of sale of Dr. J. Collis Browne's Chlorodyne are unchanged. Sale is restricted to registered chemists as heretofore.—The Middlesex Laboratory of Glandular Research, Ltd., 21 Farringdon Avenue, London, E.C.4, make an announcement to the effect that Juvigold Ductless Gland Tonic may be sold freely by all chemists, as it is unaffected by the Act. There is no change in formula. Bonus terms and free show material from the manufacturers.

VELOSHAVE is the name given to a new type of brushless shaving cream issued by Rene Cos, Ltd., London and Glasgow. This product is intended for use without soap or brush. It is stated to have soothing and antiseptic qualities.



VITA GRAPE JUICE.—A new campaign to promote the sale of Vita Live Natural Grape Juice is about to start, beginning with the "Daily Mail" front page. Generous trading terms are allowed, full details of which are given in our advertisement pages. The preparation is sold by Vita Products, Ltd., City Gate House, 39-45 Finsbury Square, London, E.C.2.

BRITISH OXALIC ACID.—The Imperial Chemical Industries, Ltd., recently erected a plant for the manufacture of oxalic acid.

RI-ZAH TEA.—A. de St. Dalmas & Co., Ltd., Leicester, have introduced what is described as a super blend of tea made from twenty-one different parts. In addition, tablets are provided to add to the tea, these tablets being stated to increase its stimulating and invigorating properties. A showcard illustrated herewith is supplied with every dozen together with a display outer of attractive design. This tea is not medicated.



IODICREEM.—The Iodicreem Co., 34 Tenterden Drive, London, N.W.4, have issued a new iodine cream for use on the skin and as a handy household aid. Advertising in the public press is in progress.

Births

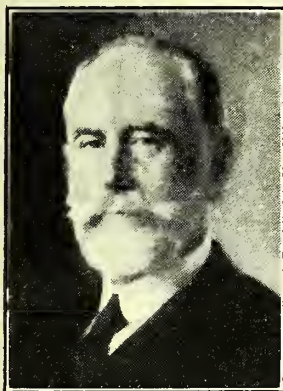
Notices for insertion in this column must be properly authenticated

CRONK.—At 135 Tullibardine Road, Sheffield, II, recently, the wife of H. G. Cronk, M.P.S., of a daughter.

OAKLEY.—On May 8, Grace, the wife of Arthur Howard Oakley, M.P.S., 267 King's Road, Kingston-on-Thames, of a son.

Deaths

CHOLERTON.—At Bournemouth, on May 11, Mr. Alfred Foster Cholerton, chairman and managing director of A. de St. Dalmás & Co., Ltd., manufacturing chemists, Junior Street, Leicester. Mr. Cholerton underwent a serious operation in January 1935, from which, however, he made a remarkable recovery. He was a partner in the firm of A. de St. Dalmás & Co. for nearly forty years and afterwards became chairman and managing director of the company. He had a wide and varied experience in the drug and allied trades extending over half a century, and will be particularly missed by the medical and surgical plaster trade, having been chairman of their Association for a long period. In the midst of a busy life he found time for social work in many directions. For many years he was president of the Leices-



MR. A. F. CHOLERTON

tershire Adult School Movement and vice-president of the National Council. He was closely connected with the Baptist denomination in Leicester, and in 1929 he was elected president of the Leicester Rotary Club. It had been Mr. Cholerton's constant aim to create and foster a real comradeship among those associated with him in business, and he was greatly loved by all who have had the pleasure of serving under him. He was presented with his portrait in oils on the occasion of the centenary of the company in 1924.

GIBSON.—At his residence, Carryduff, co. Down, on May 6, Mr. Adam Gibson, Ph.C., 55 Donegall Place, Belfast. Mr. Gibson had been connected with pharmacy in the city for upwards of fifty years. He served his apprenticeship to the late Mr. Samuel C. Nicholl, Donegall Place, and after passing the Licence examination in Dublin in 1896 he opened a pharmacy in College Square East, subsequently transferring to 6 Great Victoria Street. On disposing of this business to Mr. J. C. Young he opened a business at 55 Donegall Place, eventually forming a limited company under the style of Gibson's Medical Hall, Ltd. Mr. Gibson had been in poor health for some time, and the death of his wife two years ago affected him greatly.

Personalities

MR. JAMES GRIER, M.Sc., Ph.C., who was president of the Manchester Pharmaceutical Association in 1914-15, has been elected to the same office for a second period. It will be remembered that Mr. Grier recently retired from the post of Senior Lecturer in Pharmacy in the Victoria University of Manchester, after a career extending over nearly forty years, his appointment as lecturer and demonstrator in pharmaceuticals dating from 1896. During those years he did notable work for the University in addition to the training of more than one generation of students. Fuller details of Mr. Grier's career, with a portrait, appeared in our issue of January 5, 1935.

MR. E. CARPENTER, M.P.S., who has retired from the managing directorship of Hodders, Ltd., wholesale and retail chemists, Bristol, has been presented with a silver tea and

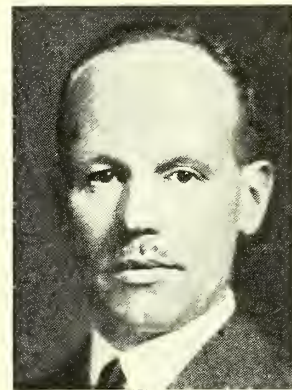
coffee service by the staff of the company. Mr. S. G. Tydeman, who presided and made the presentation, spoke of the long period during which Mr. Carpenter had been associated with the company, in the course of which it had grown to its present dimensions. Mr. E. Rogers, Southgate Street, Bath, the oldest manager in the service of the company, and Mr. W. H. Werrett, warehouse manager, with the longest service at the Nelson Street warehouse, both spoke of their association with Mr. Carpenter and of the esteem in which he had been held by the staff. Mr. Carpenter expressed appreciation of the gift, and thanked the staff for their loyal support.

MR. D. A. BRYAN, M.P.S., Penmaenmawr, who, as announced in the *C. & D.*, May 9, p. 545, is the new chairman of the National Pharmaceutical Union, was educated at Mold Grammar School and apprenticed to Mr. R. Randall Roberts, Chester. Later he became assistant to the late Mr. Frost, of Parson's Green and Ealing, London. After qualifying in 1900 from the Metropolitan College he had further experience with Lewis & Burrows, Ltd., and Boots, Ltd., before launching out on his own account in Manchester, where he had flourishing businesses in Deansgate, Withington and West Didsbury. In 1913 Mr. Bryan took over the business at Penmaenmawr, and latterly that of the late Mr. Wood, Deganwy. He has served in every office of the branch of which he is an active member. In masonic circles Mr. Bryan is Past Master of his Lodge, and now the Director of Ceremonies. He has been chairman of the Penmaenmawr Council on three occasions, and is a county councillor for Carnarvonshire. His hobbies are chess and golf.



MR. D. A. BRYAN

PROFESSOR J. H. BURN, M.A., M.D., who (as briefly announced on p. 536 of our issue of May 9) has been elected an honorary member of the Pharmaceutical Society, has been in touch with pharmaceutical research since he left Cambridge in 1914, when he joined the staff of the Wellcome Physiological Research Laboratories and worked on the biological standardisation of therapeutic substances. This work was interrupted by service in the Royal Engineers during the war, at the end of which he completed a medical qualification at Guy's Hospital and then went to the staff of the Medical Research Council, resuming work on biological standardisation. In 1926 Professor Burn was appointed in charge of the newly established Pharmacological Laboratories at 17 Bloomsbury Square, W.C.1, and recently he succeeded the late Professor H. G. Greenish as Dean of the Society's College of Pharmacy. The policy which has been followed in directing these laboratories has been to make them serve as a connexion between the Society and other bodies. On the one hand, there are the manufacturers throughout the country engaged in preparing pharmaceutical preparations, and a still wider group of firms making preparations of nutritional value. On the other hand, a bond has been established, by the research work, with scientific bodies like the Physiological Society and the Royal Society of Medicine. Professor Burn was a member of the 1932 Pharmacopoeia Commission, and has been president of the Section of Therapeutics and Pharmacology of the Royal Society of Medicine.



[Photo]

[Elliott & Fry]

PROFESSOR J. H. BURN, M.D.

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THE CHEMIST AND DRUGGIST

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This Council Election

IN this week's issue of THE CHEMIST AND DRUGGIST we publish the final election addresses of the candidates in the Pharmaceutical Society's Council election. The first series appeared in our issue of April 25, and these addresses have been published in order of receipt. The fact that an unusually large number of candidates has decided to come forward this year makes it even more difficult than usual for electors to make what they hope will be a satisfactory selection. It is on such an occasion as this, when so many candidates come forward, that the weakness of the method whereby the Pharmaceutical Society of Great Britain's Council election is held year after year is apparent. An examination of the addresses gives some indication of the difficulty to be experienced in putting forward schemes for the benefit of pharmacy. It would almost seem that the antiquated method of returning seven candidates out of a total of twenty-one, which has been considered good enough since 1898, when membership of the Society was not compulsory, is due, if not overdue, for scrapping.

The question of the hour for the chemist who is forced to pay an annual fee both for himself and his premises is not so much what the Council of the Society will do, but what they can do. As in previous years, the seven retiring members of the Council combine in a brief election appeal. To say the least, it is a disappointing argument for the Council as at present constituted. The Council to-day should not be so concerned with the position of pharmacy some years hence. The trade has had this parrot-cry raised so often that it is tiring of it. What can be done to improve the lot of chemists now? If we turn to the retiring councillors' addresses to see what is put forward in this direction, what do we find? First of all: Dispensing for the chemist. Do chemists in England as a body wish the separation of prescribing from dispensing? Across the border, it is part and parcel of medicine as it is practised, and while we may be sure that Messrs. Thomas Guthrie and James Jack are sound in judgment and invaluable in other directions as a result of their past experience, yet they cannot give first-hand assistance in this connexion, so far as it affects pharmacy in England. If the English chemist were to receive the gift of the right of dispensing from the medical profession, what is the medical profession likely to demand in return? To talk glibly of the separation of dispensing from prescribing is easy. It is not so easy to give full thought to all the consequences.

Inspection of listed sellers' premises is the duty of the local authorities; even in this direction pharmaceutical officialdom was not strong enough to insist that their inspectors should be in fact those who should operate for local authorities, but we are assured that the responsibility of seeing that listed sellers do not sell poisons in Part I of the List will be efficiently undertaken. This must indeed be considered great news in official quarters.

If consideration is given to proposals from the candidates as a whole, we have an extraordinary variety of suggestions put forward for the amelioration of trade conditions. A difficulty which presents itself in many of the candidates' addresses is that of separating the abstract from the concrete. Let the harassed and overworked chemist consider these points:—

(1) Can pharmacy ever really hope to be directly represented in Parliament as can, say, the mining community?

(2) Is there yet another hare for pharmacy being raised in the shape of a suggested Pharmacy Bill?

(3) Is the present standard of education for entrants into pharmacy not too high already?

(4) What exactly can the Pharmaceutical Society do in return for its members who have to provide an imposing building to house all its officials? In this connexion, who is in a position to exercise control in the spending of the money for the building?

(5) Are chemists' assistants' representatives likely to benefit the lot of pharmacists in general by putting first the claim of employees? The division of employers from employees is bound to weaken the appeal of pharmacy as a whole, and it is difficult to see how the needs of the part can be, so far as the general advantage of pharmacy is concerned, greater than the whole.

(6) With regard to the incidence of optics in pharmacy, it is obvious that tribute is due to those who have endeavoured to benefit the lot of chemists-opticians, yet here also is a case similar to that already discussed.

(7) Some of the candidates proclaim their allegiance to the Chemists' Friends scheme; but what has the Pharmaceutical Society to do with the Chemists' Friends scheme? This is a trading matter which should and must be left to the organisation which has been appointed for operation in this direction.

One is almost bound to ask what can be the main point for working pharmacists to-day. The first is, obviously, how is the Pharmacy and Poisons Act, 1933, to be operated to the satisfaction of the trade; is the sale of poisons to be surrendered, except for the array in Part I, so that pharmacy may come into its own (in whatever direction that may lie), or is it not better that pharmacists should have official encouragement as to how best to deal with the Act as it is at present?

The question will have to come up one day whether or not territorial representation is possible for the Pharmaceutical Society. It has been possible so far as the N.P.U. is concerned, but there may be arguments against it in connexion with a body which is not supposed to have any interests in trade. The next point which arises and which is dealt with by several candidates is the question of expense in contesting the election. The retiring members of the Council each year can pool their expenses to a very considerable degree. This is apparently not possible for independent candidates, and if pharmacists are to have upon the Council those whom they desire, then how much are they prepared to pay in order to further the candidature of desirable persons? The only other point to which attention need be directed now is that every pharmacist in business should use his vote to the best of his ability. If the majority of chemists register their votes, then at least everyone can say that those who are returned to the Council are representatives of the wishes of the electorate, and this cannot be said with entire verity if 50 per cent. abstain from voting.

Gold, Aloes and Buchu

EXCEPT, possibly, that *Æsop* with his infinite capacity for linking together widely different subjects might have woven round gold mines, aloes and buchu one of his world-famous fables, for the purpose of pointing a moral, there would appear to be no connexion, particularly commercially, between South Africa's gold-mining prosperity, Cape aloes and the leaves of the buchu bush. Yet, owing to the recent success in the production of the precious metal, the Colonial Government has been able to subsidise the farming industry and, as a result, a considerable acreage of aloes and buchu is reported to have been ploughed up and the land put to better use. Consequently, the report adds, the crops of these two crude drugs have been substantially reduced. Further, the good wages paid in the goldfields has attracted labour from the less remunerative work of gathering aloe and buchu leaves. Already, the source reports stocks of Cape aloes have been cleared and no date can be given when further supplies may be available. In the case of buchu, new crop leaves for shipment might have been booked in the New Year at about 1s. 2d. per lb. c.i.f. and, it seems, New York stepped in and took fairly substantial quantities. Comparatively inconsiderable shipments were also booked for this market, but some importers and consumers considered the opening quotation a little on the high side and preferred to wait. During the past eight or ten weeks bids have been cabled to the Cape at gradually increasing limits but shippers are reported to be ignoring them and are unwilling to indicate

their idea of the current value. On the spot, the bales not earmarked for sales already made are quoted very firmly from 1s. 9d. per lb., while some holders have withdrawn from the market, pending developments. It is certain that the stocks on hand here will not be sufficient to meet normal consuming demands up to next February, when the first arrivals of next year's crop may reach here. The trend of values will largely depend on the amount of stocks on hand at the Cape and still available for shipment. No figures are available and inquiry has only elicited a general indication of shortage.

Trade with Abyssinia

For the purpose of securing a ruling which would be a guide to the trade, we have inquired in the appropriate Government quarter if goods of Abyssinian origin, such as, for instance, bees' wax or civet, purchased and exported from that country for shipment to this country, would be allowed to be landed and cleared through Customs, or would they be deemed to come within the Sanctions No. 1 Order which prohibits the importation of goods if they were exported from Italy or her colonies. The authorities, while wishing to avoid holding up business, were only able to inform us that the question was one that called for careful consideration and we should be advised further in due course. It was, however, pointed out the Sanctions Order specified that shipments from Italy, her colonies and any area over which Italy had obtained effective military occupation, were within the scope of the ban on trade. It was added that at the moment Abyssinia was not included in the list of banned areas on which Customs based their decisions, but that it was liable to be added to such list without notice. While we have no desire to embarrass the authorities we feel the trade are entitled to a ruling on this important matter.

Dinner to Mr. William Chalmers

AN enjoyable function took place at the May Fair Hotel, Berkeley Street, London, W.1, on May 8, when the directors of Morgan Brothers (Publishers), Ltd., gave a dinner in honour of Mr. William Chalmers, who, as indicated in our issue of March 14 (p. 317), has retired after thirty-eight years' service, during the last seventeen of which he has been Publisher of *THE CHEMIST AND DRUGGIST*. Sir Gerald Chadwyck-Healey, Bt. (chairman of the company), presided.

The speeches, which followed the loyal toast, were brief and felicitous. The first presentation, that of a gold wrist watch from the directors of Morgan Brothers (Publishers), Ltd., was made by Mr. Barton M. Hudson (joint managing director).



Mr. W. CHALMERS

After remarking that the guest of the evening was a Scot who had "headed south," Mr. Hudson said he was also "a man of parts": he taught himself to wield not only the pestle but also the pen. Mr. Chalmers was leaving behind him many friends among those who worked with him on *THE CHEMIST AND DRUGGIST* and who had been associated with him in the office. They wished him and Mrs. Chalmers (who was also present at the dinner) the best of health and the best of luck, with long years of retirement. The Editor of *THE CHEMIST AND DRUGGIST* followed with a tribute to the personal qualities that had made the late Publisher's association with the editorial

staff consistently helpful. The serenity, sound judgment and unrivalled experience of Mr. Chalmers were qualities not often combined in one person. There was another bond between the late Publisher and the present Editor. Both were

exiles—very happy exiles, for when the nostalgia of the country which gave them birth became acute they could always run North, secure in the knowledge that they had a return ticket. (Laughter.) The Editor took the opportunity of extending a hearty and sincere welcome to Mr. John R. Goldthorpe, who succeeds Mr. Chalmers, and expressed the pleasure of the staff at seeing Mrs. Chalmers present. He ended with a wish in the vernacular for the guest of the evening: "Lang may his lum reek." Mr. Millington made, in a few sentences, the presentation on behalf of the staffs, handing Mr. Chalmers a case of pipes and an album containing the signatures of the donors, and indicating that the tables and dressing table set forming part of the tribute were too bulky for display on this occasion.

Mr. Chalmers, who was cordially received on rising to respond, said he did not propose to refer to all the unkind things which were said about Scotsmen—things that kept him awake at nights and sometimes made him forget to count his change—(laughter)—nor did he propose to give an historical survey of his experiences during the past thirty-eight years. He had had the pleasure and privilege of working with two of the original founders of the business, Mr. Septimus Vaughan Morgan and Sir Walter Vaughan Morgan. During all these years the directors, past and present, had treated him with a kind indulgence which had made business at 42 Cannon Street and likewise at 28 Essex Street as near a pleasure as modern business could be. During the same period he had been associated with no fewer than five editors but only one publisher. This might seem to indicate that publishing was a more healthy occupation than editing—(laughter)—but even publishing had its distinct unhealthy periods as well. The kaleidoscopic changes throughout the drug trade and in the profession of pharmacy during these years had kept them always up to the mark. One of the outstanding features of *THE CHEMIST AND DRUGGIST* had always been the harmony with which the staffs have worked together for the general good.

The other toast, "The Chairman of the Company," was submitted by Mr. L. St. L. Pendred, C.B.E., Editor of "The Engineer"; and Sir Gerald Chadwyck-Healey, in the course of his reply, gave some delightful instances of the relatively leisurely handling of the work of a journal forty years ago.

Council Candidates

THE views of candidates for the seven seats falling vacant on the Council of the Pharmaceutical Society have been published in our issues of April 25 (p. 486), May 2 (p. 512) and May 9 (p. 543). We conclude the series with the statements of two retiring councillors (Mr. E. T. Neathercoat and Mr. C. A. Noble) and two newcomers (Mr. W. Atkinson and Mr. J. P. James). The poll closes at noon on May 20.

Mr. William Atkinson

was apprenticed to Mr. T. W. Salmon, Stockton-on-Tees. He qualified at Edinburgh in 1922 from the Royal Dispensary,



MR. W. ATKINSON

where he studied under the late Mr. W. Duncan, Ph.C. Mr. Atkinson is the manager of a London pharmacy, and has no interest in drug stores, multiple shops, the manufacturing or wholesale trades. He is an active supporter of the Chemists' Friends scheme. Mr. Atkinson is sports secretary and a member of Council of the South-West London Chemists' Association. He is also a member of the Committee of the Pharmacy League, member of the National Pharmaceutical Advisory Committee, and secretary of the London Division of the Association of Pharmaceutical Employees. Mr. Atkinson and Mr. John P. James have sent us a joint statement, which is printed

under the next heading in this column.

Mr. John P. James

is a Cornishman. He was apprenticed to the late Mr. Martin, of Helston, for three years, afterwards serving with Mr. A. W.



MR. J. P. JAMES

Williams, of Taunton, as an assistant for three and a half years; he then entered the London College of Pharmacy, qualifying in 1929. Afterwards he successively served with Mr. Turton Green, of Henley-on-Thames, Mr. Cutmore, of Torquay, and the late Mr. Liston, of South Kensington, to whom he was manager for a time; he is now first assistant in a large West End shop. Mr. James has no financial interest in any wholesale firm or drug stores; and though he has two optical qualifications he has not used them for the last few years. He is a member of the Committee of the London Branch of the Association of Pharmaceutical Employees, and is strongly in favour

of the Chemists' Friends scheme.

Mr. Atkinson and Mr. James have sent the following joint statement:—

We were nominated by the London Division of the Association of Pharmaceutical Employees. We stand therefore, primarily, for the employee interest in pharmacy, to secure adequate remuneration, reasonable hours, and decent conditions, and to watch over the parliamentary legislation for these employees. We hope to inaugurate a new era in pharmaceutical politics by having actual employee representation on the Council.

We intend to work to achieve the reservation of dispensing and the sale of all poisons to pharmacists. We therefore aim at filling all dispensing posts in hospitals and institutions with pharmacists, and also in H.M. Forces, where the pharmacist must have commissioned rank and be put on a similar footing to the doctor. We desire to obtain for the Society a new charter, whereby the Society may have some measure of control over commercial pharmacy. Having done this, we advocate a revision of the N.H.I. with a view to increasing its scope and raising the fees for dispensing. We think that commercial pharmacy should be included in the pharmaceutical examination syllabus. We would not like to see apprenticeship after qualification. Although in favour of the principle of territorial representation, we advocate a card vote from members on this subject. We consider that the Society's expenses should be met largely by those owning the premises and employing the pharmacist; for this reason we advocate a lowering of the retention fee and a raising of the shop registration fee. We desire to end the exploitation of pharmacists by patent-medicine and other manufacturers, by forming some body to regulate the necessity and quality of new pharmaceutical products. Generally, if Mr. James and myself are elected, we shall do all in our power to raise the status of pharmacy and pharmacists and to try to give the Society a similar prestige to that enjoyed by the British Medical Association.

Mr. E. T. Neathercoat, C.B.E., Ph.C.,

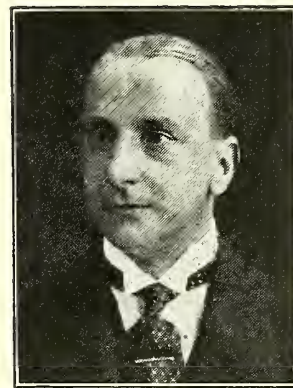
was apprenticed to the late Mr. W. Lincoln, Ely, and after studying at the Bloomsbury Square School of Pharmacy

passed the Qualifying examination in 1901 and the Major in the following year, gaining several medals and certificates. He then established himself in business at Weybridge, and soon became prominent in public affairs both locally and in pharmacy. In 1909 Mr. Neathercoat became president of the Thames Valley District Pharmacists' Association, and in the same year he was returned to the Council of the Pharmaceutical Society at the head of the poll. During the subsequent twenty-seven years he has occupied almost every kind of administrative position, having been vice-president in 1914-19, chairman of the Board of Examiners in 1920, president in 1920-24, and treasurer since 1934. He was a member of the Departmental Committee which reported on the Pharmacy Act in 1930. As chairman of Savory & Moore, Ltd., and its associated companies, Mr. Neathercoat adds an exceptional business experience to a wide knowledge of the administration of pharmacy law. He sends us the following remarks:—

Mr. Neathercoat feels that his public record, his business associations and his opinions of current pharmaceutical affairs stand revealed to every member of the Society. Further, his long connexion with the public life of pharmacy and the fairly active part he has taken in the Society's affairs has made him personally known to a large number of members of the Society.

He would, however, in view of the present conditions, prefer to be allowed to use his judgment in the best interests of pharmacy, especially as future workings and present ramifications of the profession are not fully known at the present time.

Mr. Neathercoat, therefore, wishes to remain entirely independent in the course of action to be taken with regard to such problems as may arise, especially as his judgment will always be governed by a strong desire to maintain in all its integrity the position of the Pharmaceutical Society and by a determination to use the Society's powers for the benefit of those who individually practise pharmacy as their life's calling.



MR. E. T. NEATHERCOAT, C.B.E., Ph.C.

Mr. Charles Alfred Noble

is a Lincolnshire man. He served his apprenticeship to Mr. R. Marsh, Stamford, and after experience as assistant with



MR. C. A. NOBLE

Mr. J. T. Weston, Hove, qualified in 1899. In 1901 he acquired a pharmacy in Mill Lane, West Hampstead, N.W.6. At the beginning of the war he opened another business in Golder's Green, which he disposed of in 1918; the business of Peter Davidson, High Road, Brondesbury, was also purchased by him in 1927, and was taken over a year later by his son. Mr. Noble, who retired in 1930, was president of the Western (London) Pharmacists' Association in 1918 and again in 1924, and is still a member of the Committee. He serves on the London Pharmaceutical Committee, of which he was chairman in 1925. For several years he has been a member of the British Pharmaceutical

Conference Executive. Mr. Noble has served on the pharmacy subcommittee of the Codex Revision Committee, and for many years was an invigilator of written examinations in London. He writes:—

I have taken an active part with the National Health Insurance since the inception of the Act, and, in my view, the future of pharmacy is dependent upon the further separation of prescribing and dispensing. This will only be attained by the continuous endeavour to educate the public and medical profession to this desirable condition, and given the assistance of our organisations, with every pharmacist supporting the efforts of the local branches, there is a definite probability of success.

I have during the last year served on the Finance, Education, and Establishment Committees, and I consider the policy of the Council in demanding a higher standard of education is a wise one if we are to keep pace with the modern trend of medicine and science, but I do consider the syllabus and examination regulations are stringent enough for some years. The proposed new building which has been decided upon by the Council is absolutely necessary to carry on the greatly increased activities of the Society. The financial position of the Society will provide a suitable building without being a burden on our members.

The new legislation is in being, and will provide the Council with much constructive work; but even these matters are of no greater importance than the active prosecution of our claims for recognition as the only persons qualified to dispense prescriptions and to distribute poisons. In the future I hope to see the pharmacist take his rightful place in the national health service of this country, and I am anxious to help the Council with this desirable and necessary work that is before them.

Territorial representation will be fully discussed at the Bournemouth Conference, and I shall keep an open mind, as the constitution of the Pharmaceutical Council is bound up with the constitution of the Pharmaceutical Society, and if any change is made, it must mean substantial modifications of our present Charter.

INDUSTRIAL SPECTROSCOPY.—"Problems and Methods in Industrial Spectroscopy," by Dr. S. Judd Lewis, Ph.C., has been issued as a reprint from the Journal of the Society of Chemical Industry.

LEGIBILITY IN PRESCRIPTIONS.—Writing in "The Insurance Committee Officer" for March, a contributor, using the pseudonym "Charts," gives instances of the genuine misreading of N.H.I. prescriptions. Thus "Misce. Ft. ung." was read as "Mitte 2 bandages," and "Empl." as "6 yards of gauze." "Charts" points out that young prescribers are as bad as old ones in this respect, and regrets that insurance committees have not the power to insist on legible writing before including names in their panel list.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Local Reports

ENGLAND AND WALES

Bolton.—A payment of £1,047 in settlement of chemists' accounts for November 1935 was approved at a recent meeting of the Bolton Insurance Committee. Figures recently issued show that in 1935 the expenditure on drugs was £5,345 (£5,464 in 1934) and on dispensing fees £7,243 (£6,866 in 1934). Insured persons were 1,335 fewer, but prescriptions dispensed increased by 20,263, making the total average cost 36.35d., against 34.05d. in 1934.

East Suffolk.—At Stowmarket, three chemists, who had recently taken over insurance dispensing previously carried out by doctors, have sent in their resignations. These were accepted by the East Suffolk Insurance Committee, which will ask the doctors concerned to resume dispensing. The Medical Benefit Subcommittee stated that the change in dispensing arrangements at the beginning of 1936 had entailed considerable labour and expense, but apart from this it was considered very unsatisfactory that after only three months had elapsed the chemists should have intimated their desire to discontinue dispensing. A member informed the Committee that he had communicated with the Pharmaceutical Society, which could not do anything to arrange a satisfactory service at Stowmarket, nor could the chemists concerned be induced to change their minds.

Hertfordshire.—At a recent meeting of the Herts. Insurance Committee it was reported that Dr. "Z." was asked to issue a test prescription. He did so under protest, and wrote the prescription in such a way as to make it clear to any chemist to whom it might be presented that it was a test prescription, and, indeed, he stated that he was interviewing the local chemists in the matter. In the course of the ensuing discussion Dr. Reginald Fisher, after a satirical reference to the old allegation that doctors gave their patients bad drugs, said they had the situation of trying to keep the chemists from giving the patients bad drugs. He was asked to write a prescription a few weeks ago. He wrote one. It was for a substance of a dressing which he (the doctor) had never used and was never likely to use, and consequently the chemist had not got it in stock. The chemist was not disconcerted in the least. He recognised the person who brought the prescription as an official, and so he telephoned to London to obtain an absolutely reliable and unquestionable supply of the particular dressing ordered. That was reducing the whole system of testing to a farce. A member asked if Dr. Fisher was suggesting that if the chemist had not realised that the prescription was a test he would have given a substitute? Dr. Fisher said he was not suggesting that, but there were black sheep in every flock.

Lancashire.—Concern at the steadily increasing cost of drugs and medicines is expressed in a special report of the Lancashire Insurance Committee. In twelve years the drug cost has increased from 34d. to 41d. per person per annum, and the rate of issue of prescriptions has accelerated from 3.87 to 5.05 per person per annum. The County Pricing Bureau subcommittee "cannot refrain from coming to the conclusion that the present system of supervision of insurance prescribing has proved ineffective." The report states that, subject to a generous interpretation of "reasonableness," medical benefit regulations impose no restriction on the discretion of a doctor in ordering medicines, etc. During the last five years only one doctor had been surcharged on the ground of excessive prescribing. The report adds that the Chief Medical Officer of the Ministry of Health had referred to the growing habit of taking medicine, particularly in Lancashire, which, in this respect, compared unfavourably with other parts. The Subcommittee added that the existing rate of increase could only be arrested by the Insurance Committee, with the co-operation of the Panel Committee, the former to prepare useful data and the latter to adjudicate from a therapeutical standpoint. The Subcommittee believe a substantial reduction in the cost of medicines would follow a careful investigation of the prescribing of certain classes of doctors.

How Listed Sellers May Chemicals Made in Canada Sell Poisons

THE Home Office has issued a "Memorandum on the Provisions of the Pharmacy and Poisons Act, 1933, affecting Shops other than Chemists' Shops," which is obtainable (price 3d. net) from H.M. Stationery Office. The publication is designated "Poisons. No. 1 (Shopkeepers)," and begins by stating "the law relating to the control of poisons is necessarily complicated." The subject-matter is arranged into eleven sections with paragraphs dealing with specific requirements (such as Containers; First Schedule Poisons; Wording on Labels). The forms in which Part II poisons are commonly retailed are given in a general way only (e.g., ammonia in "Household Ammonia" for cleaning). The remainder is a simplified version of the Act and Rules, but the explanations do not overcome the objection to the Poisons List, namely, that technical assistance is necessary to discover what it includes. The fact that the wording of the Poisons Rules has to be followed and the variety of the provisions dealt with emphasises the impossibility of framing a non-technical exposition of the intricacies of the new poison law. For example, the whole of Part I of the Poisons List has to be given to illustrate what listed sellers may not sell. Appendix I, which contains both Part I and Part II of the Poisons List, is arranged with exemptions alongside the poison, which is convenient. The particulars given in the paragraphs concern details with which chemists are familiar, but which make one wonder how listed sellers will face the task of understanding the complexities of labelling and registration.

The Memorandum contains various items of information of especial interest to chemists because they give the Home Office interpretation of the Act and Rules. For example, paragraph 4 states:—"It should be noted that the poisons in Part I of the Poisons List are not confined to poisons used in medicine." Paragraph 11 explains that the "term 'premises' is not defined in the Act, and any decision as to the construction of the Act rests, of course, with the Courts, but the Home Office is advised that sales may not be effected from vans or travelling shops or from barrows or stalls, and the previous practice of hawking carbolic disinfectants from barrows becomes, therefore, illegal. Paragraph 19 confirms the statement, first made in THE CHEMIST AND DRUGGIST, that the records of poison sales must be kept in a book and "not by means of a card index or on loose leaves." Reference is made in a footnote to the Poisons (Colouring) Rules, 1936 (see C. & D., May 9, p. 529). This states that arsenical preparations "are required to contain a dye of a distinctive colour and soluble in water except in the case of lead arsenate paste or lead arsenate powder, sheep dips which are themselves of a distinctive colour and poisons, such as copper acetoarsenite (Paris green), which are themselves of a distinctive colour." According to paragraph 32, "it is important that the retailer should appreciate that, with one exception, all the requirements relating to labelling and to the form of container apply equally to the person who supplies him (i.e., the manufacturer and wholesaler) as well as to himself. The exception is that his supplier need not place his (i.e., the supplier's) name and address on pre-packed goods which are intended to be retailed in the same container in which they are supplied." The final instruction is to address all inquiries in regard to Part II poisons to the local authority concerned.

NUTRITIVE VALUE OF MILK.—A memorandum on the nutritive value of milk by the Advisory Committee on Nutrition appointed by the Minister of Health and the Secretary of State for Scotland has been published (price 3d.) by H.M. Stationery Office.

WILLING'S PRESS GUIDE, 1936.—The issue of Willing's Press Guide for the current year—the sixty-third of the series—maintains the clearness of typography and convenience of arrangement characteristic of this valuable work of reference. Numerous changes have taken place in the newspaper world since last year's volume went to press; these have been duly recorded, with notes in the introduction on several of the more interesting. The price of the volume is 2s. 6d., and the publishers are Willing Service, 356-364 Gray's Inn Road, London, W.C.1.

THE Canadian Appraiser's Bulletin No. 4,470 contains the following list of chemical products (Tariff 208T), which are at present manufactured in Canada. Under the Canadian Customs Tariff most other chemicals of British manufacture, consigned direct from this country to Canada, are allowed free import. This is in conformity with the Ottawa Agreements. The products mentioned in this list of British make are subject to an import duty of 15 per cent. *ad valorem*, while foreign products are liable to duty at the rate of 25 per cent. It should be noted there are other acids, chemicals and drugs specified in Tariff items other than 208T, under which various rates of duty are imposed on British and foreign chemicals, etc.

Acid Carbolic (technical grade).
Acid Cresylic.
Acid Di-iodo-stearic.
Acid Hydriodic.
Acid Hydrocyanic B.P., U.S.P. and 5 per cent.
Acid Nitric (commercial grade).
Acid Sulphurous.
Acid Tartaric, powdered.
Acetalal.
Acetaldehyde.
Aluminium Stearate.
Ammonia, Anhydrous.
Ammonia, Aqua.
Ammonia, C.P.
Ammonium Acetate Aqueous Solutions (a).
Ammonium Iodide (a).
Barium Iodide (a).
Bismuth and Ammonium Citrate Aqueous Solutions.
Bismuth Carbonate.
Bismuth Citrate.
Bismuth Gallate.
Bismuth Hydroxide (a).
Bismuth Nitrate (a).
Bismuth Oxide (a).
Bismuth Oxychloride (a).
Bismuth Oxyiodide (a).
Bismuth Salicylate.
Bismuth Subcarbonate (a).
Bismuth Subgallate (a).
Bismuth Subnitrate (a).
Bismuth Subsalsicylate (a).
Butyl Acetate.
Cadmium Iodide.
Caffeine (a).
Caffeine Citrate, B.P. and U.S.P.
Calamine Prepared N.F.V. (mixture of Zinc Oxide and Iron Oxide).
Calcium Acid Phosphate (granular and powder).
Calcium Carbide.
Calcium Stearate.
Carbon Dioxide.
Chlorine (liquid and gas).
Cobalt Linoleate.
Copper Carbonate.
Copper Cyanide.
Chromium Acetate.
Cream of Tartar, powdered.
Crotonaldehyde.
Diacetyl.
Ethyl Acetate (technical grade).
Extract from Pituitary Body, Posterior Lobe.
Ferric Chloride, Liquid, 46-50 per cent.
Gold Chloride.
Glycerine.
Iodine Resublimed (B.P. and U.S.P.).
Iodoform B.P. and U.S.P.
Iron Chloride Aqueous Solutions, B.P. and U.S.P.
Iron Iodide (a).
Lactose.
Lead Linoleate.
Magnesium Stearate.
Magnesium Sulphate (a).
Manganese Linoleate.
Mercapto Benzo Thiazole (Cap-tax).
Mercury Ammoniated (a).
Mercury Ammonium Chloride (White Precipitate).
Mercury Binioidide.
Mercury Bichloride (a).
Mercury Chloride (ic) (Corrosive Sublimate) (a).
Mercury Chloride (ous) (Calomel).
Mercury Iodide (a).
Mercury Nitrate.
Milk of Magnesia.
Milk Sugar.
Nickel Carbonate.
Nickel Ammonium Sulphate (technical or commercial grade).
Nickel Sulphate (technical or commercial grade).
Nitrous Oxide Gas.
Ortho-Cresol.
Oxygen.
Paraldehyde.
Potassium Acetate (a).
Potassium Carbonate (U.S.P. gran.).
Potassium Citrate (a).
Potassium Iodate (a).
Potassium Iodide (a).
Silver Bromide (a).
Silver Chloride (a).
Silver Cyanide (a).
Silver Iodide (a).
Silver Nitrate (a).
Sodium Acetate U.S.P.
Sodium Citrate (a).
Sodium Carbonate (C.P. anhydrous and pure dried powder).
Sodium Hypochlorite.
Sodium Hyposulphite (U.S.P. and C.P.).
Sodium Iodide (a).
Sodium Lactate Aqueous Solutions (a).
Sodium Perborate Flavoured.
Sodium Phosphate (monobasic U.S.P. and C.P.).
Sodium Phosphate Di-basic (a).
Sodium Phosphate Tri-basic (commercial grade).
Sodium Pyrophosphate (U.S.P. and C.P.).
Sodium Sulphate (technical and pure dried powder).
Sodium Tartrate (normal or neutral).
Strontium Iodide (a).
Sulphur Dichloride (Sulphur Chloride).
Sulphur Dioxide (liquid) (commercial grade) (refrigeration grade not made).
Tetramethylthiuramdisulfide (Tuads).
Thymol Iodide (Iodothymol) (a).
Toluene (Toluol) (commercial grade).
Turcalomel (Mercurial).
Vinyl Acetate.
Zinc Cyanide.
Zinc Stearate.

NOTE.—(a) denotes "All grades."

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, May 14

IN most of the markets there has been more buoyancy, with business generally on a rather better scale. The general tone continues steady, with firm markets in many of the natural products, due, mostly to scarcity of supplies. Exchange rates seem to have settled down once more. The possibilities of reopening trade with Italy is a subject of general discussion; the natural products from that source, such as ORRIS ROOT, SQUILL and ORANGE PEEL, are now extremely short here, and at high prices; already shipment offers are to hand from Italy at normal figures. In the PHARMACEUTICAL CHEMICALS markets there is very little to comment upon this week, but this steadiness is more apparent than real in the cases of many products. Business continues rather moderate, except in a few seasonal lines.

Crude Drugs

Business in these products has in many instances been very fair, with full prices being paid and all the recent advances maintained. AGAR is again slightly dearer for shipment. No CAPE ALOES offered for shipment; CURAÇAO slightly easier forward. The trend of prices for BUCHU is upwards on spot. Re-sale prices for the sparse supplies of CARDAMOMS are dearer and very firm. A good spot business in CASCARA SAGRADA is reported; no quotations for 1936 peel for shipment. ERGOT has had a quieter week. Very fair demand for GENTIAN, Sudan GUM ACACIA remains quiet but is fairly steady. Spot supplies of LOBELIA HERB appear to be firmly held on spot. MENTHOL has experienced another poor week of business, and values are gradually easing. Spanish MERCURY is unchanged and steady; there was a rumour that it was easier. ORRIS ROOT scarce and dear. Prices for the small selection of RHUBARB are firm. Quite a nice business on spot in SENEGA at full prices. Alexandrian and Tinnevely SENNA have been dull. SQUILL continues at famine prices. Good sales of TRAGACANTH with the better grades in short supply. BEES' WAXES are steady, while CARNAUBA has been quiet and is quoted slightly easier.

Essential Oils

A better week of business is reported in most quarters, and the general conditions are fairly steady. Spot prices for ANISE (STAR) are rather easier, possibly on account of freer shipment offerings. Not much doing in BERGAMOT and prices asked vary as to brand and seller. Ceylon CINNAMON LEAF continues firm, and there is a better tone in CITRONELLA from the same source. Sicilian hand-pressed LEMON has sold fairly well on spot this week at irregular prices. LEMONGRASS remains dull and cheap for shipment. There has been much more business in French Guinea ORANGE and prices from the source, and those quoted on spot, are dearer. Some cheaper shipment quotations for PALMAROSA are noted. Singapore PATCHOULI is steady but in very small request. The demand for spot supplies of Japanese PEPPERMINT has been good this week; speculators are already trading in the end-of-the-year shipment position. Mysore SANDALWOOD is fully steady at the controlled price. Spanish SPIKE is dull and irregular.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	May 14	Value of the £
Amsterdam ...	Fl. to £	12·107	12·35	12/1½
Berlin ...	Mks. to £	20·43	12·33	12/1
Brussels ...	Belgas to £	nominal	29·31½	16/8½
Copenhagen ...	Kr. to £	18·159	22·40	24/8
Lisbon ...	Esc. to £	110	109½	19/11½
Madrid ...	Ptas to £	25·22½	36½	28/7½
Milan ...	Lire to £	92·46	63½	13/8½
Montreal ...	Dol. to £	4·86½	4·97½	20/5½
New York ...	Dol. to £	nominal	4·96½	20/5
Oslo ...	Kr. to £	18·159	19·90	21/11
Paris ...	Fr. to £	124·21	75½	12/1½
Prague ...	Kr. to £	164·25	119½	12/1½
Stockholm ...	Kr. to £	18·159	19·39½	21/4
Warsaw ...	Zloty to £	43·38	26½	12/1½
Zurich ...	Fr. to £	25·2115	15·35	12/1½

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

VALUES show little change on the week, and business is maintained on recent moderate lines. Makers' scales of prices for cocaine continue unchanged at the old figures.

AMIDOPYRINE.—Dealers finding business slow, market unsteady: crystals, five cwt., 18s. 0½d.; two cwt., 18s. 5½d.; less than two cwt., 18s. 10½d. per lb., with powder 2½d. per lb. extra.

AMMONIUM BENZOATE.—Spot quotations are steady at about 3s. 4½d. to 3s. 6d. per lb., as to quantity.

AMMONIUM ICHTHIOSULPHONATE.—Fair business continues at competitive prices: one cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10d., in 8-oz. tins; and 2s. 1d. per lb., in 4-oz. tins.

BARBITONE.—Business of small importance, market irregular on quotation: spot, one cwt., 15s. 3½d.; 56 lb., 5s. 8d.; small parcels, up to 16s. 3d. per lb.

BENZONAPHTHOL.—Dealers' prices for spot goods are holding at about 3s. 2d. to 3s. 3d. per lb., as to quantity.

BENZOIC ACID (B.P.).—Average business, market steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 3d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Convention prices are keeping quite steady: Carbonate, B.P., one cwt., 6s. 6d.; 28 lb., 6s. 9d.; 8 lb., 7s. 3d.; less than 8 lb., 8s. 6d. per lb., with rebates on contracts for larger quantities.

BROMIDES.—Controlled prices steady, rather more inquiry: Ammonium, not less than 5 cwt., 1s. 9d.; one cwt., 1s. 10d.; smaller quantities, 2s. 5d. per lb.; potassium, B.P. crystals and granular, not less than 5 cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium, B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., net, without engagement. Special prices for larger quantities.

BUTYL CILORAL HYDRATE.—A quiet market, with quotations unchanged: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—Continental makers' agreed prices: pure alkaloid, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb., delivered, 5-lb., tins free, smaller packing extra. Citrate, two cwt., 5s. 5½d.; one cwt., 5s. 6½d.; 56 lb., 5s. 7½d.; smaller quantities, 5s. 8½d. per lb., delivered. British material: pure, 56 lb., 8s. 4d.; less, 8s. 6d. per lb. Citrate, 56 lb., 5s. 9d.; less, 6s. per lb.

CALCIUM LACTATE.—Fair inquiry, market about steady: spot, one cwt., 1s. 0½d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CILORAL HYDRATE.—Home trade prices are firm as quoted by makers: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28 lb., 3s. 3d.; 14 lb., 3s. 4½d. per lb.; 28-lb. jars, one penny per lb. extra.

CILOROFORM.—Makers' prices are as follows: two cwt., 2s. 5½d.; one cwt., 2s. 6d.; 56 lb., 2s. 6½d.; less, 2s. 7½d. per lb., in w-quarts of 8 lb. Packed in drums, ½d. per lb. less. Small bottles extra, from 5d. per lb. for ¼-lb. bottles to 1d. for 2-lb. bottles. Carriage paid on minimum cwt. lots.

CITRIC ACID (B.P. CRYSTALS).—Seasonal business, market steady: British material quoted at 1s. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

COCAINE.—British makers' prices for this market for wholesale bulk quantities continue unchanged as follows: HYDROCHLORIDE and NITRATE, 25 oz. and over, 29s. 9d.; 16 oz. and less than 25 oz., 30s. 9d.; over 8 oz. and less than 16 oz., 31s. 9d. per oz. PURE, CITRATE and SALICYLATE, 25 oz. and over 32s. 6d.; 16 oz. and less than 25 oz., 33s. 6d.; over 8 oz. and less than 16 oz., 34s. 6d. per oz., 16-oz. packages free, smaller packing extra. The scales of prices applicable to distributors of smaller quantities are as follows: HYDROCHLORIDE and NITRATE, 8 oz., 34s. 1d.; 4 oz. and less than 8 oz., 34s. 7d.; 2 oz. and less than 4 oz., 35s. 5d.; 1 oz. and less than 2 oz., 36s. 5d.; ½ oz. and less than 1 oz., 37s. 11d.; ¼ oz. and less than ½ oz., 40s. 11d. per oz. PURE, CITRATE and SALICYLATE, 8 oz., 36s. 10d.; 4 oz. and less than 8 oz., 37s. 4d.; 2 oz. and less than 4 oz., 38s. 2d.; 1 oz. and less than 2 oz., 39s. 2d.; ½ oz. and less than 1 oz., 40s. 8d.; ¼ oz. and less than ½ oz., 43s. 8d. per oz., packages extra. Resale: Sales subject to buyers undertaking not to re-sell any quantity below the scale price for such quantity current at the time of re-sale. These scales of prices do not apply to export business, particulars of which may be obtained from the usual sources of supply.

CREAM OF TARTAR.—Fair business, with quotations unchanged: British material, 99 to 100 per cent., 79s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

CREOSOTE (B.P.).—Not much business, market competitive: bulk quantities, in 25-kilo. demijohns, 1s. 8d. to 1s. 9d. per lb.; smaller parcels, 1s. 10d. to 2s. 3d. per lb., ex store.

MERCURIALS.—Quotations are fully steady at makers' prices: Chloride, B.P., not less than one cwt., 4s. 11d.; less than one cwt., from 5s. upwards per lb.

METHYL SALICYLATE.—Market remains dull: spot, ten cwt., 1s. 2½d.; five cwt., 1s. 3d.; one cwt., 1s. 3½d.; less than one cwt., 1s. 3½d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Market is keenly competitive, business slow: two cwt., 19s. 3½d.; one cwt., 19s. 9½d.; 56 lb., 20s. 2½d.; small parcels, 20s. 8d. per lb.

MORPHINE.—Makers' prices at the reductions recently recorded: Pure, precip., Meconate and Tartrate (neutral), 28s. 4d. per oz. Acetate, Hydrochloride and Sulphate, 22s. 9d. per oz. Diacetyl, 30s. 10d.; Diacetyl Hydrochloride, 28s., and Ethyl Hydrochloride, 21s. 8d. per oz. Home trade rebates, 5 oz., 2½ per cent.; 35 oz., 5 per cent.; 100 oz., 7½ per cent.; 250 oz., 10 per cent., carriage paid. Export rebates are the same as for home trade but quoted c.i.f. overseas destination.

PARAFORMALDEHYDE.—Fair business, market steady: 100 per cent. powder, quantities in kegs, 1s. 1d. to 1s. 1½d.; smaller parcels, up to 1s. 6d. per lb.

PARALDEHYDE.—Rather more inquiry: 1 w-quart, 1s. 9d.; 6 w-quarts, 1s. 7½d.; 12 w-quarts, 1s. 5½d.; 36 w-quarts, 1s. 4½d. per lb., carriage paid on minimum 6 w-quarts; one demijohn, 1s. 2d. per lb., carriage paid.

PHENACETIN.—Fair business at steady prices: crystals or powder, bulk quantities, 2s. 6d. to 2s. 7d.; smaller parcels, 2s. 7½d. up to 3s. per lb.

PHENAZONE.—Market is quiet and irregular on quotation: crystals, five cwt., 8s. 9½d.; two cwt., 9s. 0½d., and less, 9s. 3d. per lb., with powder 2½d. per lb. extra.

PHENOLPHTHALEIN.—Moderate business in the region of controlled prices: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

PHENYL ETHYL BARBITURIC ACID.—Dealers are doing limited-sized business with prices about 25s. to 26s. per lb., in 2-lb. bottles.

PHOTOGRAPHIC CHEMICALS.—**AMIDOL.**—28 lb., 7s. 6d.; 14 lb., 8s. 3d.; 7 lb., 9s.; under 7 lb., 11s. 9d. per lb., in 1-lb. bottles. **CHLORQUINOL.**—1-lb. bottles, 21s. per lb. **GLYCIN.**—7 lb., 10s. 6d.; 1-lb. bottles, 13s. 6d. per lb. **HYDROQUINONE.**—56 lb., 4s. 10½d.; 28 lb., 5s.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; 1-lb. bottles, 6s. 6d. per lb. **METOL.**—28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d.; 3 lb., 11s. 6d.; 1-lb. bottles, 12s. 6d. per lb. **ALUM (PHOTOGRAPHIC QUALITY).**—1 cwt., 21s. per cwt.; 28 lb. for 6s. **GOLD CHLORIDE.**—15-grain tube, 52s. 6d. per doz. **MAGNESIUM POWDER.**—16s. per lb. **PARAMIDOPHENOL HYDROCHLOR.**—8s. 6d. per lb. **POTASSIUM FERRICYANIDE.**—14 lb., 2s. 3d.; 7 lb., 2s. 6d.; 1 lb., 2s. 9d. per lb. **POTASSIUM METABISULPHITE.**—One cwt., 7½d.; 28 lb., 8d.; 14 lb., 9d.; 7 lb., 11d.; 1 lb., 1s. per lb. **PYROGALLIC ACID.**—28 lb., 6s. 9d.; 14 lb., 7s. 6d.; 7 lb., 8s. 3d.; under 7 lb., 8s. 9d. per lb. **SODIUM CARBONATE (RECRYST).**—5 cwt., 12s. 6d. per cwt.; 1 cwt., 15s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. **SODIUM HYPOSULPHITE, CUBES, CRYST.**—5 cwt., 16s. 3d.; 1 cwt., 18s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. **SODIUM SULPHIDE (PURE).**—7 lb., 1s. 3d.; 1 lb., 1s. 6d. per lb.

POTASSIUM PERMANGANATE (B.P.).—A very fair demand, chiefly for smallish quantities: quantities in drums, 8½d. to 9½d.; druggists' parcels, from 10d. to 1s. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—Dealers' prices are at about 6s. 3d. to 6s. 4½d. per lb., as to quantity. Market dull.

QUININE SALTS.—Convention scales of prices continue steady: business about normal: sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl-carbonate, 2s. 8½d.; salicylate, 2s. 9½d.; hydrochlor., 2s. 7½d.; bi-hydrochloride, 2s. 10½d.; hydrobromide, 2s. 7½d.; bihydrobromide, 2s. 10½d.; valerianate, 3s. 7d.; hypophosphite, 3s. 10½d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities, 100-oz. tins free; smaller packing extra.

SANTONIN.—Dealers' quotations for outside parcels holding at about £23 to £26 per kilo. No change in first-hand prices: not less than 50 kilos., £35 12s. 6d.; not less than 25 kilos., £36 1s.; not less than 10 kilos., £36 9s.; not less than 3 kilos., £36 17s.; not less than 1 kilo., £38 13s. 6d.; less than 1 kilo., £39 13s. 6d. Special prices are in operation for export to all markets.

SODIUM BENZOATE (B.P.).—Normal trade, values about steady: bulk quantities, 1s. 6d.; one cwt., 1s. 7d.; smaller parcels, 1s. 8d. to 1s. 10½d. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—Business has been quiet: spot, one cwt., 14s. 9d.; 28 lb., 15s.; 14 lb., 15s. 3d.; 7 lb., 15s. 6d.; smaller parcels, up to 16s. per lb.

SODIUM SALICYLATE (B.P.).—Not very much business moving: home trade, crystals or powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

STRYCHNINE SALTS.—Makers' prices are steady:—

	Under 16 ozs.	16 ozs.	35 ozs.
	Per oz. s. d.	Per oz. s. d.	Per oz. s. d.
Alkaloid cryst. ...	2 8½	2 7	2 6½
Alkaloid powder ...	2 7½	2 6	2 5½
Bisulphate ...	2 2½	2 1	2 0½
Hydrochloride ...	2 5½	2 4	2 3½
Nitrate ...	2 3½	2 2	2 1½
Sulphate cryst. ...	2 4½	2 3	2 2½

25-oz. containers, free; 1-oz. bottles, 2½d.; 2-oz. bottles, 3½d. Other conditions as usual. Lower prices for bulk quantities. Wholesale distributors' prices for small quantities would be dearer.

SULPHONAL.—Market is dull and irregular on quotation: crystals and powder, two cwt., 15s. 5½d.; one cwt., 15s. 10½d.; 56 lb., 16s. 1d.; smaller parcels, up to 16s. 9d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Seasonal business, market steady: British makers quote at 1s. per lb., less 5 per cent. discount. Dealers offering foreign material at competitive prices.

Crude Drugs, etc.

ACONITE ROOT.—Spot values are firm: Japanese, 42s. 6d. Naples, 67s. 6d. per cwt., for small parcels.

AGAR.—The shipment market is firmer, spot unchanged and quiet: spot, Kobe No. 1, 2s. 5d.; No. 2, 2s. 4d.; Yokohama, No. 1, 2s. 4d. per lb.; shipment, Kobe No. 1, 2s. 2d.; No. 2, 1s. 11½d.; Yokohama, No. 1, 1s. 11½d. per lb., c.i.f.

ALOES.—No shipment offers from the Cape. Rather cheaper offers of Curaçao from origin: Cape, spot, fair bright, 55s., in boxes; shipment, nominal. Curaçao, spot, 100s. to 125s., as to quality; shipment, now at about 90s. per cwt., c.i.f., from origin. Editorial comment on p. 570.

ANTIMONY.—Chinese crude is now quoted down to £28, c.i.f. English regulus is also cheaper at £69 10s. to £70 10s., spot.

BALSAMS.—Limited spot business, market steady: *Tolu*, 1s. 6d.; *Canada*, 2s. 9d.; *Peru*, 5s. 4d. per lb., spot.

BARBASCO ROOT.—This market is fully steady, with inquiry not so active: spot, 4 per cent. rotenone, 1s. 4d. per lb.; shipment, May-June, 10½d. to 11d., c.i.f., and afloat, 11½d. to 1s. per lb., c.i.f.

BUCU.—Conditions in this market continue very firm and the source seems unable to quote. New crop rounds on spot are held for 1s. 9d., with some holders withdrawn. Ovals have been advanced, in one instance, up to 1s. 6d., and it is reported that 1s. 4½d. has been refused. One report suggests the source has over-sold, but there is no confirmation of this.

CAMPHOR.—Routine spot trade, market steady: Japanese, spot, tablets, 2s. 5d.; powder, 2s. 3d.; slabs, 2s. 2½d. per lb., ex store. Shipment, tablets, 2s. 1½d.; powder, 2s. 0½d.; slabs, 2s. per lb. c.i.f. English refined is unchanged: flowers, 1 cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts and quantities.

CANTHARIDES.—Some small business on spot: Chinese for shipment slightly easier: Russian, 6s.; Chinese, 1s. 11d.; shipment, 1s. 6d. per lb., c.i.f.

CARDAMOMS.—Following the sharp advance at last week's sale the market continues firm, with supplies extremely short and in poor selection. Seeds are reported to have sold up to 4s. 3d. and the brownish medium bleached are quoted up to 3s. 6d. and the lower grades at 3s. 3d. per lb.

CASCARA SAGRADA.—A very fair business is reported on spot, and the recent advances are being fully maintained. It is reported from the source that once again an effort is being made to form a syndicate to control supplies of the new crop peel. There are no offers of 1936 peel for shipment. The source reports no more 1935 peel to offer, but a limited quantity of 1934 peel at 47s., c.i.f.: spot, 1932 peel, 57s. 6d.; 1933 peel, 56s. 6d.; 1934 peel, 55s.; 1935 peel, 55s. per cwt.

CIAMOMILES.—A steady business in small lots on spot, with the price about 95s. for off-colour flowers up to 110s. per cwt. for fair white.

CLOVES.—Market has been rather quiet, values steady: Zanzibar, spot, 7½d.; shipment, May-June, 7d. per lb., c.i.f.; Madagascar, in bond, 6½d.; shipment, May-June, 6½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended May 9 were *nil* and the deliveries 108, leaving a stock of 1,804. From January 1 to date the landings of Zanzibar have been 1,096 and the deliveries 1,267. Landings of Madagascar for the week ended May 9 were *nil* and the deliveries 60, leaving a stock of 1,794. From January 1 to date landings of Madagascar have been 1,466 and the deliveries 1,234 packages.

COCONUT (DESICCATED).—Values are slightly easier on the week, market quiet: spot, fine, 23s. 6d.; medium, 23s. per cwt.; shipment, halves, May, 20s. 9d.; June, 20s. 6d. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports Finmarken fishing continues under favourable conditions, but the oil yield is still well below average. Results to May 9: 113,283 tons of cod and 54,707 hectol. of oil, compared with 95,535 tons of cod and 58,815 hectol. of oil on the same date in 1935 and 129,696 tons of cod and 78,728 hectol. of oil in 1934. The shipment market has been quiet all the week: Finest Lofoten steam refined medicinal oil, 87s. per barrel, c.i.f., London; spot, in small lots, about 127s. 6d. per barrel, ex store, duty paid. Newfoundland, non-freezing medicinal oil, about 130s. per barrel, ex store. British non-freezing medicinal oil is now quoted at 100s. per barrel. London, duty free, while quotations from another home source are at higher figures.

DAMIANA LEAVES.—Dealers report routine business on spot, with prices from 9d. to 9½d. per lb., as to quantity.

DANDELION ROOT.—A limited business on spot, with foreign root steady at 82s. 6d. to 85s. per cwt., as to quantity.

DERRIS ROOT.—There is still a fair inquiry for good test root on spot, which is firm at 1s. 3d. to 1s. 4d. for 17 per cent. ether extract. Shipment, April-May, firm at 11½d. per lb., c.i.f., and in limited supply.

ERGOT.—Market has been rather quiet, with Russian on spot from 3s. 6d. to 4s. per lb., as to seller. For shipment, some Polish quoted at 2s. 11d., c.i.f.; Portuguese and Spanish nominally unchanged at 6s. 9d. to 7s. 3d. per lb., spot.

GENTIAN.—There is still quite a good spot demand, with parcels quoted from 37s. 6d. to 40s. per cwt., as to quantity.

GINGER.—The recent high values are maintained, business quiet: West African, spot, 62s. 6d.; for arrival, 56s. 6d. per cwt., c.i.f. Jamaican, spot, bold, in barrels, 96s. to 100s.; small grinding, 70s. per cwt., in bags, ex store.

GUM ACACIA.—Market has remained quiet and is quoted unchanged: spot, Kordofan cleaned sorts, 40s.; bleached, No. 1, 110s.; extra, 120s. per cwt.; shipment, Kordofan cleaned sorts, 36s. per cwt., c.i.f.

HENBANE.—Dealers are quoting spot supplies from 75s. to 80s. per cwt., as to quantity.

HENNA.—Spot supplies moving slowly. Egyptian, good green leaves, 37s. 6d.; brown, about 30s. per cwt., in small parcels.

HYDRASTIS.—A limited business is reported, and the market is steady: spot, 9s. 6d.; shipment, 9s. 3d. per lb., c.i.f.

IPECACUANHA.—Rather less demand but values are fully steady: Matto Grosso, B.P. test, 5s. 6d. to 5s. 7½d. per cwt.; inferior parcels, 5s. 3d. to 5s. 4½d.; shipment, 4s. 10½d. per lb., c.i.f.

LOBELIA HERB.—Spot stocks are firmly held, with the keenest price at 8d. per lb. It is reported that a considerable business has been done in new crop, August-September shipment, at 11 to 12 cents per lb., c.i.f.

LYCOPodium.—The very limited supply available on spot is firmly held at 4s. 9d. per lb., in small lots.

MENTHOL.—Business on spot has been unimportant and the general tone is dull: K/S brands on spot offered up to 13s. 7½d. Japanese shippers quoting May-June at 11s. 9d. per lb., c.i.f., with re-sellers at 11s. 7½d., c.i.f.

MERCURY.—The Spanish-Italian group report their shipment quotation is unchanged and steady, with a fair business passing: quoted at 62 dollars per bottle, f.o.b., Continent; spot, in small lots, £12 7s. to £12 7s. 6d. per bottle, ex store.

OPIMUM.—Moderate spot business at steady figures: spot, 1s. 4d. to 1s. 4½d. per unit, landed and duty paid.

ORRIS ROOT.—Extreme scarcity on spot continues, with the price mentioned for small lots 72s. 6d. per cwt. Offers for shipment at normal figures have been received from Italy this week.

PEPPER.—Quoted values are level on the week, market dull: Lampong, in bond, 2½d.; shipment, May-June, 2½d.; August-October, 2½d., c.i.f. Tellicherry, spot, 4½d.; shipment, May-June, 36s. 6d., c.i.f. Aleppy, spot, 4½d.; shipment, May-June, 35s. 6d., c.i.f. White Muntok, in bond, 4½d.; shipment, August-October, 4½d. per lb., c.i.f.

PIMENTO.—Rather quiet market, but values are about steady: spot, 7½d. per lb.; shipment, May-June, 62s. 6d. per cwt., c.i.f.

RHUBARB.—Market continues firm, with the selection available limited. Odd cases of Shensi at 4s. 6d. to 4s. 9d. Rough round, spot, 1s. 5½d. to 1s. 6d., and for shipment, 1s. 2½d. to 1s. 3d., c.i.f. for all pinky fracture. No Canton available here and none offered for shipment.

RUBBER.—Business has been on the quiet side and values are fractionally easier on the week: standard ribbed smoked sheet, spot, 7½d.; June, 7½d.; July-September, 7½d.; October-December, 7½d.; January-March, 7½d. per lb.

SAFFRON.—Steadier at the recent reductions, business slow: spot, B.P., 1898, prime, 43s.; extra, 40s. 6d.; super, 37s. 6d. per lb., and less for bulk quantities.

SARSAPARILLA.—Fair business, market quite steady: spot, Jamaican grey, 1s. 3d. to 1s. 4d.; native, mixed colours, 10½d. to 1s. per lb., as to quantity, spot.

SEEDS.—ANISE.—Spot, duty paid, Bulgarian, 30s.; Spanish, 57s. 6d. CANARY.—Mazagan, 34s. 9d.; Spanish, 48s. to 50s., all spot, duty paid. CARAWAY.—Dutch quoted at 39s. 6d., spot, duty paid. CORIANDER.—Morocco, spot, offered at 22s. 6d., duty paid; 20s. 6d., in bond; new crop for June-July shipment is dearer, 14s., c.i.f., quoted. CUMIN.—Spot, Malta, 47s.; Morocco, 45s., duty paid. FENUGREEK.—Morocco, spot, 14s. 6d., duty paid; new crop for June shipment, 10s., c.i.f. MUSTARD.—English, 20s. to 29s. 6d., according to quality.

SENEGA.—Quite a nice spot business, with the price steady at 1s. 5d.; shipment, 1s. 4½d. per lb., c.i.f.

SENNA.—Business in Tinnevely and Alexandrian has been on the quiet side, with prices for all grades of leaves and pods unchanged from those detailed in last week's report.

SHELLAC.—Values are better this week, but the market is quiet: spot, TN orange, 53s. to 58s.; fine orange, 67s. 6d. to 140s.; pure button, 65s. to 70s. per cwt., spot. For delivery, TN, May, 52s. 6d.; August, 53s. 6d. For arrival, TN, May-June, 50s., c.i.f.

SQUILL.—Scarcity of spot supplies continues, with small lots of good white at 55s. per cwt. Shipment offers at normal prices have been received from Italy this week.

SIRAMONIUM.—Dealers are quoting spot supplies from about 37s. 6d. to 45s. per cwt., as to quality.

TONKA BEANS.—Small sales, with fair frosted Para beans held for 4s. and shipment offers at 3s. 3d. per lb., c.i.f. Fine frosted Angostura, spot, 8s. 6d. per lb.

FRAGACANTH.—Difficulties of export under the new decrees passed in Persia are making supplies here, particularly of the white grades, very short and prices are firm from £16 per cwt. upwards. Lower grades have met with a good inquiry this week; quoted from 85s. to 120s. per cwt., ex store.

VALERIAN ROOT.—Occasional small spot business, with dealers quoting about 35s. per cwt.

WAX.—BEES'.—Market continues steady, fair business: Calcutta, bleached, spot, 135s.; afloat, 130s.; shipment, 122s. 6d., c.i.f. Abyssinian, spot, 120s.; in bond, 108s.; shipment, 106s., c.i.f. Benguala, spot, 120s.; shipment, 104s., c.i.f. Conakry, spot, 120s., nominal; shipment, 107s. per cwt., c.i.f. CARNAUBA.—Slightly easier prices are quoted for distant shipment positions. Fatty grey, spot, 162s. 6d.; afloat, 157s. 6d.; shipment, May-June, 152s. 6d., c.i.f. Chalky grey, spot, 165s.; shipment, May-June, 155s., c.i.f. Primeira, spot, good quality, 220s.; afloat, 205s.; shipment, May-June, 198s., c.i.f. Mediana, spot, 205s.; shipment, 192s. 6d. per cwt., c.i.f.

Essential Oils, etc.

A FAIRLY satisfactory volume of business is reported this week, and the general tone is steady. Ceylon citronella is steadier. French Guinea orange has been fairly active and is firmer, spot and forward. A good demand on spot for Japanese peppermint and speculation in the end of the year position.

ALMOND.—Foreign sweet oil fully steady at recent advance: English made, cwt. lots, 2s. 3d.; smaller parcels, up to 2s. 7d. per lb.; foreign, cwt. lots, 2s. 3½d. to 2s. 4d.; smaller parcels, 2s. 7d. per lb. French, bitter, 6s. 3d. per lb.

ANISE (STAR).—Business has been slow this week, and spot is slightly lower on quotation. Shipment continues steady and apparently still controlled: spot, leads, 2s. 6d.; tins, 2s. 5d.; drums, nominal, per lb., ex store; shipment, drums, 2s. per lb., c.i.f.

BAY.—Small business on spot: 49 to 50 per cent., 4s. 7d. to 4s. 9d.; 59 to 60 per cent., 4s. 10d. to 5s. per lb., as to quantity.

BERGAMOT.—Very little happening on spot; small inquiry, with holders talking about 8s. 6d. and others close up to 10s. per lb. The trend of the market depends on how long the prohibition of imports continues, which, at the moment, does not look like being lifted for a few weeks yet.

BOIS DE ROSE.—Market quiet but steady: Brazilian, spot, 5s. to 5s. 4d.; shipment, about 4s. 10d. per lb., c.i.f.

CAJUPUT.—Business of small importance: B.P., 1s. 9d. to 2s. 1d. per lb., as to quantity.

CANANGA.—Shipment offers continue at the lower price indicated last week; about 8s. per lb., c.i.f. On spot, the value is in the region of 9s. 6d. per lb.

CARAWAY.—Market has been rather quiet, quoted unchanged: Dutch rectified, 9s. to 9s. 3d.; crude, 8s. 8d. to 8s. 10d., landed and duty paid.

CASSIA.—Market has been neglected this week: shipment, 2s. 8d., c.i.f. Spot, about 3s. 4½d. per lb.

CEDARWOOD.—Limited inquiry, market steady: American, spot, drums, 1s. 1½d.; smaller packings, 1s. 4½d. African oil, spot, drums, 1s. 1½d.; smaller packings, up to 1s. 4d. per lb.

CINNAMON LEAF.—Shipment market for the Ceylon oil continues firm at about 2s. 10d., c.i.f., and supplies actually available appear to be small: spot steadier at 2s. 10½d. to 2s. 11d. per lb., in drums.

CITRONELLA.—The rather better tone reported in Ceylon oil is maintained. Java oil remains dull: Ceylon, spot, drums, 1s. to

1s. 1d.; smaller parcels, up to 1s. 4d.; shipment, drums, 8½d. to 9d. per lb., c.i.f. Java, spot, drums, 1s. 2½d. to 1s. 3d.; smaller parcels, 1s. 4d. to 1s. 7d.; shipment, drums, 1s. per lb., c.i.f.

CIVET.—One of the chief holders on spot is not quoting at the moment. Difficulties of import may arise. Editorial comment on p. 570.

CLOVE.—The source reports the shipment market firm: Madagascar, spot, drums, 3s. 1½d.; smaller packings, up to 3s. 6d. per lb.; shipment, firm at 2s. 7d. per lb., c.i.f.

EUCALYPTUS.—Continues firm at the source, with little offering; spot market also fully steady: Australian, 70 to 75 per cent., 1s. 1½d. to 1s. 2½d.; 80 to 85 per cent., 1s. 2½d. to 1s. 3d. per lb., landed; higher prices for small lots on spot. Spanish, 70 to 75 per cent., 1s. 3d. per lb., ex store.

GERANIUM.—A little inquiry for Bourbon reported this week: Bourbon, spot, 21s. to 21s. 6d.; shipment, 19s. 6d., c.i.f. Algerian, spot, 21s. to 22s.; shipment, 20s. per lb., c.i.f.

GINGERGRASS.—Dealers' prices for spot goods are at about 5s. to 5s. 1½d., as to quantity; shipment, about 4s. 6d. per lb., c.i.f.

HO (SHU).—It is stated that isolated cheap offers have been made. Average spot quotations range from 1s. 6½d. to 2s. 1½d. per lb., as to quality and quantity.

JUNIPER BERRY.—Business of small account; spot quoted from 2s. 10d. to 3s. per lb., as to quality and quantity.

LAVENDER.—Very little interest in the spot market, quotations irregular: 50 to 52 per cent., 29s. 6d.; 48 to 50 per cent., 27s.; 40 to 42 per cent., 22s.; 38 to 40 per cent., about 20s.; 36 to 38 per cent., 18s. per lb., landed, for good brands. Lavandin is quoted 11s. to 12s. 6d. per lb.

LEMON.—There has been more inquiry this week, mostly for small spot lots of Sicilian hand-pressed oil, with holders quoting anything from 7s. 9d. up to 10s., as to brand and holder. It does not seem probable that the prohibition of imports will be lifted for at least a few weeks. Californian oils are unchanged: cold-pressed, 4s. 2d.; distilled, regular quality, small drums, 3s. 4d.; large drums, 3s. 3½d. per lb., with very small supplies only available.

LEMONGRASS.—The shipment market is still largely neglected and quoted at the low figure of about 1s. 7d. to 1s. 7½d. per lb., c.i.f. Spot is easier at 2s. per lb.

NEROLI.—The spot values range from 14s. to 18s. 6d. per oz., as to quantity and quality. Our report of last week on new crop prospects has since been confirmed by letter.

ORANGE.—The Sicilian sweet oil is nominal on spot. The position of French Guinea oil is rather firmer, both as regards shipment and spot values, and there has been a fair amount of inquiry this week: spot, drums, from 3s. 1½d.; smaller packings, up to 3s. 6d.; shipment, firm at 2s. 9d. per lb., c.i.f., with fair business. Californian oil unchanged: spot, one case, 3s. 4½d.; two or more cases, 3s. 2d.; small drums, 3s. 1d. per lb.

PALMAROSA.—Quotations being received for shipment vary from about 5s. 6d. up to 5s. 9d. per lb., c.i.f., for good quantities. On spot there are sellers at 5s. 9d. to 6s. per lb., as to quantity.

PATCHOULI.—Spot sellers of Singapore oil from 16s. per lb.; other offers are dearer. Seychelles is nominal, spot and forward, with nothing offering.

PEPPERMINT.—The closing prices paid for January-March position were up to 8s. 9d. This week on spot there has been a very nice business, with 5s. 11d. to 6s., sellers and buyers at 5s. 10d. Japanese shippers quote May-June at 5s. 11d. to 6s. 1d., c.i.f. Speculative business in October-December position with strong buyers at 4s. 6d. and sellers hesitant at 4s. 10½d. to 5s. per lb., c.i.f. The American natural oil is reported steady at the source, but business on this market remains slow; quoted for shipment at about 2 dollars 5 cents for 50 per cent. menthol content and about 1 dollar 90/95 cents per lb., c.i.f., for about 46 per cent. menthol.

PETITGRAIN.—Market steady, fair business: spot, 3s. 10d. to 4s.; shipment, about 3s. 5d. per lb., c.i.f.

ROSEMARY.—Business on the quiet side and mostly at keen prices: Spanish oil of good quality on spot, about 2s. 3d. per lb., with lower grade oils from 1s. 10d.

SANDALWOOD.—Genuine East Indian Mysore, 16s. per lb., in one-case lots on spot; practically no second-hand offerings. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Australian oil continues steady at the recent reduction:—5 cases, 14s. 6d.; one case, 14s. 9d.; 7 lb. tins, 15s. 3d. per lb.

SASSAFRAS.—Occasional inquiry on spot, with natural oil about 3s. 7½d. to 3s. 9d. per lb., as to quantity, and artificial oil at cheaper prices.

SPIKE.—Market continues dull, with spot quotations for Spanish oil anything from 3s. 6d. to 4s. per lb., according to quality.

VETIVER.—Small spot parcels of Bourbon oil of good quality are offering at about 38s. per lb.

WORMSEED.—Some small business on spot, with U.S.P. quality oil at about 9s. per lb.; shipment, about 8s. 7½d., c.i.f.

Gum Acacia Exports

BOXALL & Co. report shipments for February, 1936, totalled 2,504 tons, compared with 1,841 tons in February, 1935. Shipments for January-February, 1936, totalled 4,202 tons, compared with 3,407 tons in the same period of 1935. The chief destinations were as follows:—

Destination	1935			1936		
	January	February	Total	January	February	Total
Great Britain ...	224	219	443	280	652	932
U.S.A. ...	244	370	614	280	484	764
France ...	161	169	330	318	502	820
Germany ...	233	110	343	251	255	506
Italy ...	182	172	354	—	—	—
Belgium ...	104	187	291	104	191	295
Japan ...	162	272	434	145	91	236
Holland ...	20	73	93	64	85	149
Spain ...	33	41	74	13	20	33
Sweden ...	35	11	46	56	29	85
Australia ...	59	86	145	16	33	49
China ...	26	18	44	44	9	53
Denmark ...	5	9	14	7	28	35
Finland ...	18	—	18	13	—	13
Greece ...	11	5	16	15	8	23
Egypt ...	18	17	35	9	8	17
Dutch Indies ...	10	—	10	6	1	7
Argentina ...	5	20	25	20	4	24
Brazil ...	2	4	6	2	28	30

The export figures are made up of the following qualities:—

		Hashab	Bleached	Talha	Total
February, 1935 ...	tons	1,758	10	73	1,841
February, 1936 ...	tons	2,420	8	76	2,504
January/February, 1935 ...	tons	3,214	16	177	3,407
January/February, 1936 ...	tons	4,068	11	123	4,202

Indian Cinchona Production

In the past year there has been no marked change in the wholesale price of quinine in India, according to the administration report of the Cinchona Department of the Madras Government. Although there was some justification for raising the basic rate of Government quinine in India, it was considered advisable once again to ignore the rise in the exchange value of the guilder and to continue a selling price of Rs. 18 per lb., as before. During the past three years the sales of this department have averaged 4½ lakhs of rupees, but during the last year there was a rise to 5½ lakhs of rupees. There is evidence of an upward rise in the price of commodities, and the question of adjusting the Government price in India to the market price, in view of an expected increase in costs, will come up for consideration in fixing prices for 1936-37. Only in two areas, one in Bengal and the other in Madras, has cinchona been grown at a profit. Private enterprise, finding the growing of cinchona unprofitable, has long ago withdrawn from the industry. There is a strong latent interest in cinchona planting in India which is shown by the innumerable requests which are received by the Madras Cinchona Department asking for seed and advice on the inauguration of a plantation. During last year assistance has been given to persons living as far apart as the Punjab, the Shan States, South Travancore and Coorg. Seed has been provided at a cost just calculated to cover expenses. During the year orders were issued to limit quinine stocks to the level of an average year's sale and accordingly 18,500 lb. was fixed. It is suggested for the consideration of Government that the stock limit under present conditions should be raised to 27,000 lb. of quinine salts.

Further extracts taken from the report show that the preparation of totaquina is proving popular. During the year the sales amounted to nearly 5,000 lb., a notable increase over previous years. The quinine factory has consumed 573,072 lb. of cinchona bark, costing Rs. 2,39,081-0-6 in the manufacture of quinine products during the year. The value of chemicals used for extraction amounted to Rs. 39,961-2-1. The balance of cinchona bark at the factory on April 1, 1935, was 480,926 lb., hardly sufficient for normal manufacture for one year. Arrangements have been made for supply during 1935-36 of cinchona bark from Bengal, as in 1934-35. The factory cost of production was the lowest since 1932-33, mainly due to the rich quality of bark used.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Council Election

SIR,—We would appreciate the courtesy of your columns to appeal to our fellow members to exercise their vote for Mr. C. A. Noble. His past record leaves no doubt that he will consistently work for the benefit of his fellow pharmacists. He is a past-president of the Western (London) Pharmacists' Association and has served on its Committee for twenty years—he has been a member of the London Pharmaceutical Committee for fifteen years. He is able to devote his full time and energies to furthering the interests of the profession. He possesses a sane and sound outlook on matters affecting pharmacy, and is an able exponent of pharmaceutical policy. We are confident that a vote given to Mr. Noble will be amply justified and the confidence shown will not be misplaced.—Yours, etc.,

DAVID T. JONES, President;
CLIFFORD EVANS, Secretary;
Western (London) Pharmacists' Association.

London, W.1.

SIR,—It seems to be a general impression that a transfusion of new blood from the rank and file into the Society's Council would have a salutary effect. Granted this, the next problem which confronts the electorate is the choice of a candidate who has the goodwill of retail pharmacy at heart, without having any particular axe to grind. I would like to recommend the chairman of this branch, Mr. H. W. Wallis, as coming within this category. Mr. Wallis devotes the greatest part of his time to local government and pharmaceutical committee activities, is an able and fluent speaker, with an active mental equipment, an ideal combination for council and committee work, and the members of this branch confidently recommend him to their fellow electors.—Yours faithfully,

JOHN WILLIAMS,
Secretary, Chester and District Branch.

Chester.

SIR,—May I ask all those members who have for some reason or other not yet registered their votes to consider seriously the candidature of Mr. McNeal? For many years he has taken an active part in pharmaceutical affairs, and he has the knowledge of our difficulties and administrative experience necessary for a councillor. A candidate who can inspire support from such branches of the Society as Dartford, Harrow, Oldham, Plymouth, and Wembley and other chemists' Associations, must have merits above the ordinary. When I appeal, therefore, to the sporting spirit of those pharmacists who have not voted, and ask for support for Mr. McNeal so that he may have an opportunity to carry out his constructive proposals for the welfare of us all, I do not think I shall appeal in vain.

Yours faithfully,
J. E. WATTS,
Chairman, Harrow Election Committee.

SIR,—After perusing the new Poisons Regulations I strongly urge all pharmacists, in the forthcoming Council election, not to vote for the old "cronies" who held office while the new laws were passed. . . . Let us have some new blood.

Yours faithfully,
CHAS. HAMSON.

Salford, 6.

SIR,—Councillors who have more than one shop cannot have the true interest of pharmacy or the individual at heart. Candidates have so far not stated this important point: are they one-shop men or women? Do chemists want unity of action or are they content to let the pluralists dominate them? Let us stop our grousing and act.—Yours, etc.,

RETAILER. ONE SHOP (8/5).

SIR,—Now that the election of the Society has reached its concluding stage, one can view with a more impartial outlook some of the points raised by the candidates. Organisation was a common topic; and it caused little surprise when Mr. Jack, speaking at the candidates' meeting organised by the West Ham Branch at Bloomsbury Square on May 5, complained of the small attendances he had addressed as a councillor. This is a common occurrence, and causes branch secretaries no little concern. Here then is a problem that the Society could devote

some thought to, and also the branch secretaries when they meet at Bournemouth. There is no doubt that the organisation of the branches of the Society leaves much to be desired; and if some outlet is to be found for the energy of young pharmacists, something should be found to fill the gap between branch and Council work. When addressing the Pharmacy League in April 1935, I dealt with this subject under three headings, viz., Organisation, Administration and Legislation. The suggestion put forth was for the grouping of branches into areas, with a head committee. A young pharmacist taking an interest in his Society would gain a seat on his branch committee, and after passing through office seek a seat on his area committee, again passing through office, when he would arrive at a test of his ability in trying to gain a seat on the main body. By then he would have had administrative experience, ready for the time when he would become a candidate for the Council of the Society. Let us follow another train of thought. A branch puts forth a policy which, after approval by its members, is placed on the agenda of the area committee. It must then stand the criticism of other branches in the same area, and if successful, is suitably drafted and placed before the main committee, when if it secures consent it becomes a national policy. Having reached this stage, the matter is placed before the Council of the Society. Unless and until some such organisation takes place, we shall still have the unedifying spectacle of a discontented body of pharmacists who, as a result of apathy, have not yet realised that they alone, by the use of their vote, have the power not only to advance their own welfare, but also to make their own Society a powerful body which even the Government would respect. Maybe branch secretaries will in the coming session start discussions on the subject of the vote, because there is no doubt that by the use of it we can reach our goal and take our rightful place in the scheme of things.

Yours faithfully,
J. F. MCNEAL.

Little Chalfont.

SIR,—In common with "Londoner" (C. & D., May 2, p. 518), I have often wondered why some of the new candidates for the Council election waste so much of the valuable space afforded them to state their views in dealing with trade matters. We have had it dimmed into us time and time again that the Society cannot take any cognisance of such things, and to introduce them into an election address must to some extent defeat its object. At the same time, the majority of members of the Society are engaged in retail business and conduct it for the purpose of earning their living, and the conditions of that business are imposed by laws and regulations which are mainly administered through the medium of the Society; it thus seems to be a ridiculous situation that their elected representatives on the Council should be debarred from any consideration of the results of these rules. If there should ever be a Pharmacy Bill to regulate the conduct of pharmacy, its provisions should be so worded as to allow the Society to fulfil the function for which it was founded, the protection of the chemist and druggist in business.—Faithfully yours,

COMMON RULE (4/5).

SIR,—Year after year, when I read the statement of Council candidates in the C. & D., I am struck by the multitude of bodies which some of them manage to serve. The enumeration of the many committees, councils and so forth, not necessarily connected with pharmacy, on which some candidates hold seats, sometimes takes nearly as much space as the statement of their policy; and if they faithfully fulfil their duties to these bodies they can spend very little time in contact with practical pharmacy. It is not surprising therefore that the question is asked from time to time whether we are getting the right type of representative on the Council, because the right person to represent pharmacists is not the one who has reached such a position that his main interests are not pharmaceutical, but the one who is grappling with the same difficulties the electorate has to face. Unfortunately that is just the type of man who cannot, or will not, stand for election.—Yours truly,

ELECTOR (27/4).

The Odd Fraction

SIR,—Retailers have noticed with much chagrin their meagre profits lessened by wholesalers taking the fraction of a penny on all lines where applicable. My strong resentment to this caused a director of one house to visit me, when he told me the practice had been adopted because chemists would order in units. I put a proposition to him that wholesalers should have the odd fraction on $\frac{1}{4}$ doz. and $\frac{1}{2}$ doz., but should allow the fraction on $\frac{1}{2}$ doz. and over. He has refused this. It seems to me the whole thing has been just a means of squeezing the retailer—otherwise, by lessening the wholesaler's work by retailers ordering in $\frac{1}{2}$ doz., he would have agreed. I know many chemists who wish to see such an amicable solution, and I should welcome a communication from any London house which adopts, or would adopt, this principle, as there is business awaiting them.—I am, etc.,

J. W. BRYANT.

London, W.4.

Orders for "Welfare" Goods

SIR,—It may be that with the introduction of welfare packs chemists cannot expect to get the same margin of profit as on standard lines (*C. & D.*, May 9, p. 534) and also that customers for these articles may buy other goods; but we must not overlook the fact that in the first place the clinics deprived us of the sale of goods and of customers who came to us in the normal way. Not many years ago I used to buy proprietary foods in direct parcels and had a ready sale for them; now the stock of the regular sizes of these lines is reduced to quarter-dozens, and these have to be watched to see the dates do not run out. It will require a much larger turnover of the welfare packs than there is at present to make up for the loss of this trade. These former customers used also to buy all their requirements from me as a matter of course, whereas the welfare ones may buy something in addition to the lines marked on their chits, but most of them do not.—Yours truly,

REDUCTION (12/5).

Training for Qualification

SIR,—The suggestion on the education and training of apprentices put forward at the Tees-side meeting (*C. & D.*, May 9, p. 533) would appear to recommend a course which the present conditions of pharmacy do not encourage—matriculation at seventeen, two years' academical study and examinations, two years' apprenticeship and then the final examination. This means practically five years after leaving school before complete qualification, when at the age of twenty-two the successful candidate will possess a certificate equivalent to a university degree which will open the door of his profession to him, a door which leads to a twelve-hour working day and an accepted rate of pay at about £4 a week. In addition, although the terms of apprenticeship may be two years, there are few chemists who will accept an apprentice for less than three, so this adds another year to the time proposed. A correspondent in the same issue, "A.B.C." (p. 551), refers to the low percentage of passes and suggests that there will be an improvement when registration is preceded by matriculation, the idea being that the matriculation standard will bring in candidates of a higher type of intelligence. But matriculation is now insisted on by many kinds of employers; I have just read an advertisement for office juniors in a large factory, "matriculation required." The standard of pharmaceutical training and examination has now reached a point when it can compare favourably with that of any profession in the country, but the post-graduate work remains on the level of the shopkeeper, and tends to deteriorate rather than to improve. The downward trend in the number of registered apprentices shows that this policy is beginning to have its effect on the entrants into pharmacy; up to a certain point this is good, as it will relieve the overcrowding of the past few years, but eventually the other extreme will be reached. It is time to do something to make pharmacy worthy of the skill of its exponents.—Faithfully yours,

EXPONENTE (11/5).

Do Branches Pay?

SIR,—I agree with your correspondent "Dichotomous" in a recent issue, in his contention that branch shops are of doubtful value. The chemist who has established a good business in one part of the town can usually trace his success to his own personality and to the careful nursing of the

concern during its early years. The danger appears when such a chemist imagines that an equally successful enterprise can be launched in a neighbouring district. The chances are that the new business will be run at a loss for some time and will then settle down to a gross profit just sufficient to cover overhead expenses. Where is the advantage? Any saving in quantity buying is more than swallowed up by loss due to investing capital which yields no return. Personally, if I had sufficient spare capital to open a branch, I should probably spend a part of it on improving my own premises by having a new shop front and by replacing some of my old fixtures and fittings for some of a more modern and attractive type. In these days of extreme competition the private chemist needs to concentrate all his resources and interest on his own business. Personality still counts—probably more so in pharmacy than in any other business. There is always room for improvement, both in display and service; and, when applied with discretion, it must lead to increased business. Let the increase be sought at home. It will mean less work and worry, and that with smaller capital expenditure. In the long run the purchasing public will support the chemist who can give fair value coupled with efficient personal service.—Yours faithfully,

RURAL CHEMIST (24/4).

Dispensing Prices

SIR,—I have not had an opportunity of examining any selling prices of medicines prevailing so long as 130 years ago (*C. & D.*, March 21, p. 336); but forty years ago, at the time of my apprenticeship, I was given a copy of the Liverpool Chemists' Price List, and I have it before me now. A comparison of the prices in this list with those given for the Rapid Method in the *C. & D.* Retail and Dispensing Price List shows that the advance in charges has not in any way kept pace with the increase in expenses during that period. For example a 3vj. tablespoon mixture was quoted at rs. 6d. in the old list, and now is given as 2s.; twelve powders at rs. 6d. and twelve suppositories at 2s. remain the same in price, as well as 3ij. ointments at rs. 6d. It is also interesting to note that the night attendance fee recommended at that time was rs., but is now 6d. When we examine the prices for retail sales of drugs it is found that the ones in most demand show no advance in selling prices (e.g., Epsom salts, castor oil, borax), while some items were priced higher at that time than now. It may be that in the past, as at the present time, the prices appearing in the List were not those actually charged in practice.—Yours truly,

PRETIUM (23/3).

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Solubility of Ephedrine

I suggest your correspondent W. J. F. (*C. & D.*, April 25, p. 503) tries dissolving the alkaloid in oleic acid, mx. in 3j. of the finished product. It answers well for neb. ephed. co. B.P.C.—W. F. (26/4).

Sunday Sales

While on duty last Sunday I sold:—Endrine: "forgotten yesterday." Agarol: ditto. Face powder and sanitary towels. Razor blades. Boric lotion for spot on the face. Throat lozenges: "didn't want to cough in the pictures." Mixture: "will do to-morrow." Face cream. All goes to show how important it is to be open.—R. O. T. (12/5).

Migraine

I was very interested to read, in "Miscellaneous Inquiries" in a recent issue of *THE CHEMIST AND DRUGGIST*, the remarks made by "W. G. W." (17/12) on migraine. Being a sufferer for many years, I have tried various treatments. Tablets of glyceryl trinitrate, gr. 1/100, taken once daily over an extended period sometimes prove useful as a preventive. When the patient is actually suffering from an attack, tablets of soluble phenobarbitone, gr. i., have been found of great use as an analgesic, and allow the person to continue at work.—G. S. Ward, Bridlington.

Poisons Queries

In view of the volume of correspondence which has resulted from the coming into force of Part II of the Pharmacy and Poisons Act, 1933, subscribers are asked before sending us inquiries to consult the *C. & D. "Poisons Guide,"* also the following articles which have appeared in the *C. & D.*: How to Supply Poisons (January 18, p. 69); Labelling of Poisons (March 7, pp. 284, 285); Wholesale Dealing in Poisons (April 25, 493).

F. H. R. (1/4).—The morphine content in tab. acetyl. sal. et opii co. is below 0.2 per cent., which makes the preparation Ex. S.1 and Ex. D.D. as indicated in the *C. & D. "Poisons Guide."*

W. B. M. (1/4).—Preparations containing cantharidin and the alkaloids of jaborandi are Part I poisons. Substances containing less than 0.025 per cent. of the alkaloids of jaborandi are specially exempted.

B. M. C. (1/4).—Preparations containing less than 10 per cent. of chloroform are, by Schedule 3, Group 2, of the Poisons Rules, exempt from the provisions of the Pharmacy and Poisons Act and the Poisons Rules.

S. P. S. (6/52).—The maximum amount of ext. hyosc. sicc., B.P., permissible in a pill for exemption from the First Schedule is half the weight of the finished pill (i.e., $2\frac{1}{2}$ gr. in 5 gr. pill). (See *C. & D. Poisons Guide*, p. 12.)

J. L. H. (5/57).—Storage of poisons in a dispensary entirely separate from the shop, but in direct communication therewith, is quite in order provided customers are not permitted to have access thereto, such conditions being in accordance with Rule 23 (1) (b).

E. R. S. (30/4).—Partners can be in business as "authorised sellers of poisons" provided both partners are registered pharmacists, and either may exhibit his certificate of registration as being in control of the business. The introduction of a new partner into the business involves a change of ownership and this voids the registration of premises within fourteen days (P.P. Act, Section 12 (6)). Notice of the change(s) in ownership (and trading name(s) if any) should be forwarded at once to the registrar of the Pharmaceutical Society.

W. F. F. (8/4).—The percentage of statutory poisons in medicines made up ready for the internal treatment of human ailments must be declared as hitherto, except that on a separate label or within a frame there must be only the required words. These include the name and proportion of each poison present, the name and address of the seller and the words "Caution. It is dangerous to exceed the stated dose." You will notice that the word "poison" is no longer used with medicines of this type. Rule 21 (3) allows the retailer to put his name and address on the outer wrapper in the case of a substance not coming within the First Schedule.

R. & S. (4/4).—Tooth essence, not being a "medicine for the internal treatment of human ailments" as defined in Rule 2 of the Poisons Rules, becomes a poison in Part II of the Poisons List and must, under Section 18 (1) (c) of the Pharmacy and Poisons Act, 1933, be labelled with the word "Poison," and under Rule 20 with the words "Not to be taken." These words, together with the proportion of the poisons present and the name and address of the seller, must (see Rule 19) be on a separate label or within a frame containing no other words. By Rule 22 the bottle must be fluted vertically. Reduction of the quantity of phenol present would not simplify matters, as there appears to be no special provision for preparations of this type.

H. K. W. (31/38).—Restricted drugs, that is those which come within the Fourth Schedule—amidopyrine, barbituric acid, dinitrocresols, phenylephrine, phenylephrine and sulphonal, can only be supplied to the public on a prescription given by a medical practitioner, dentist or veterinary surgeon. They cannot be counter prescribed by a chemist even if he does enter the formula in a prescription-book and give it a number. Other than the above (and dangerous drugs), there is no restriction on what a chemist may supply provided he complies with the conditions for registering in a prescription-book, giving the number and so forth. As you suggest, Blaud pill with arsenic and strychnine will have to be signed for in the poisons register, unless it is also sold by means of counter prescribing.

S. L. (27/2).—You are entitled to supply the cattle mixture to a dealer in cattle medicines, subject, of course, to labelling with the words "Poison. For animal treatment only," and the proportion of chlorodyne, B.P.C., and tinct. opii, B.P. Rule 4 permits your customer to be registered as an animal medicine vendor who can retail such poison.

R. D. (4/4).—Your preparation for alleviating the pain caused by insect stings is a medicine for outward application, so that it will be necessary to label it: "Poison. For external use only." If, however, you reduce the percentage of phenols to below one per cent., there is no need whatsoever to make any announcement as to the poison content, as any percentage below one is exempt from the Pharmacy and Poisons Act, 1933, in medicinal preparations.

R. C. K. (5/48).—Methylarsenate of copper in tablet form for worms in sheep will be a First Schedule poison, supply of which by retail will be restricted to authorised sellers and to animal medicine vendors. Veterinary surgeons may prescribe the poison or supply it as an animal medicine provided the proper entry is made in the prescription-book. As a manufacturer you can supply direct to a farmer on a signed order for the purposes of his business provided the full formalities of Rule 7 (3) (including entry in poison register) are fulfilled. The label will have to bear the words "Poison. For animal treatment only" in red or on a red background, in addition to other labelling requirements, including number of tablets, name of poison, and amount of poison in each tablet.

R. C. (22/48).—There are two ways of dispensing family recipes containing statutory poisons. One way is to treat them as supplied under Section 19 (1) (c) of the Pharmacy and Poisons Act, 1933, in which case they will be entered in the prescription-book; the other way is to treat them as sales, in which case the proportion of each statutory poison present must be declared on the label and the word "Poison" must be used, unless the medicines are ready for the internal treatment of human ailments. The B.P.C. linctuses mentioned in the *C. & D. Diary and Year Book*, 1936, p. 300, are preparations exempted under the Dangerous Drugs (Consolidation) Regulations. N.H.I. prescriptions need not be entered in the prescription-book when they contain dangerous drugs, but an entry must be made in the dangerous drugs register (see p. 299 of the *Diary and Year-Book*).

C. W. H. (11/44).—Your business is affected by Rule 29, which reads as follows:—In all establishments in which pharmaceutical preparations containing any poison are manufactured for the purpose of the internal treatment of human ailments, the preparation must be manufactured by, or under the supervision of—

(1) a registered pharmacist; or

(2) a person having one of the following qualifications in chemistry:—

(a) The Fellowship of the Institute of Chemistry.

(b) The Associateship of the Institute of Chemistry.

Provided that this Rule shall not apply to—

(i) the manufacture by or under the supervision of a duly qualified medical practitioner of preparations containing pituitary, suprarenal or thyroid glands, the active principles of any of those glands or the salts of the active principles of thyroid gland.

(ii) the manufacture of any preparation by or under the supervision of a person who, for a period of at least three years before the date on which these Rules come into operation, was continuously engaged in the manufacture of pharmaceutical preparations containing poisons and prepared for the internal treatment of human ailments, and has furnished to the registrar of the Pharmaceutical Society a statement in writing, verified by a statutory declaration to that effect.

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

J. & J. H. (24/44).—EMBROCATION.—There are a large number of formulas for embrocations in "Pharmaceutical Formulas," Vol. I, and from these we have selected the following:—

I				
Sapon. mollis	...	...	...	3 iss.
Aq. dest.	...	...	...	3 v.
Liq. ammon. fort.	...	...	...	3 j.
Camphoræ	...	...	...	3 iss.
Ol. terebinth.	...	...	...	3 xij.

II				
White of egg	...	...	...	50 parts
Water	...	...	...	50 parts
Acetic acid	...	...	...	50 parts
Methylated spirit	...	...	...	60 parts
Oil of turpentine	...	...	...	8 parts

R. S. (27/44).—CHOCOLATE WORM CAKES.—The formula for which you ask is as follows:—

Jalap, in powder	...	...	3½ ounces
Mercurous chloride	...	...	3½ ounces
Santonin, in very fine powder	...	...	87 grains
Essence of vanilla	...	...	4 fl. drachms
Chocolate, in powder	...	...	46½ ounces
Refined sugar	...	...	72 ounces.
Mucilage of acacia	...	...	a sufficient quantity

Mix to form a mass, and divide into 720 cakes.

T. S. (4/4).—ESTIMATING NITRITE.—As a simple approximate way of determining the nitrite content of a solution used in connexion with bacon curing, we suggest you should try the following: Put into a dish (or conical flask) 100 c.c. of the liquor, add 1 or 2 c.c. of sodium carbonate solution to render the liquor slightly alkaline, also about a gram of potassium iodide, a little filtered starch solution and finally 3 or 4 c.c. of acetic acid. Then titrate immediately the iodine liberated by the nitrite by means of the special solution of sodium thiosulphate described below. Then the number of c.c. required to discharge the blue colour gives the number of milligrams of potassium nitrite in the 100 c.c. of liquor. The formulas for the solutions named are those of the Pharmacopœia except the thiosulphate, which is made by diluting 12 c.c. of sodium thiosulphate *N*/10 to 100 c.c. with distilled water. The diluted solution should not be used after a week. This method works quite well with plain solutions, but you must try it out to see whether it works with bacon curing liquors. You can test this in the following way:—

(a) Determine the nitrite in the liquor as above.

(b) Add to a fresh 100 c.c. of the liquor 50 c.c. of a solution containing 0.1 gram of pure potassium nitrite in 100 c.c. The number of milligrams of nitrite found should be approximately the same as when 100 c.c. of plain water is used instead of the curing liquor *plus* the number used for (a). If the potassium nitrite were absolutely pure KNO_2 , the number of c.c. required would be 50, but the nitrite is never 100 per cent.

It is very important that the whole operation should be carried through as rapidly as possible, because immediately the iodine is liberated it begins to attack the sugar, etc., contained in the curing liquor.

B. C. S. (25/48).—Tonic PILLS.—The following formula will yield a somewhat similar product to the one you have in mind:—

Quin. phos.	...	...	...	1 gr.
Ferr. phos.	...	...	...	1 gr.
Ext. casc. sag.	...	...	...	1 gr.
P. zingib.	...	...	...	1½ gr.
P. caryoph.	...	...	...	1 gr.
Ext. gent.	...	...	...	9 s.

T. K. (12/4).—DESTROYING RABBITS.—The liquid for soaking cotton-wool used for destroying rabbits in their burrows is probably carbon disulphide. The amount of this chemical to be used would naturally vary with the size of the burrow, and we suggest that one gallon would be sufficient for six. As each hole is treated, it should be closed up for at least two hours. A better method of destroying rabbits would be by the use of calcium cyanide.

P. F. O. (28/55).—VIOLET OIL.—This is usually a pale nut oil, or liquid paraffin, tinted green and perfumed with ionone. A more elaborate preparation can be made as follows:—

Benzoated oil	...	...	...	3 x.
Violet oil (floral)	...	...	...	3 iiss.
Otto of rose	...	...	...	1 ij.
Oil of cinnamon	...	...	...	1 iij.
Oil of clove	...	...	...	1 vj.
Oil of bergamot	...	...	...	1 xij.

H. S. S. (India) (21/44).—CARNAUBA WAX.—This is obtained from a variety of Brazilian palm tree found in vast numbers on the margins of the River Jaguaribe and its affluents in all the districts of Aracaty, as well as along other rivers in the State of Ceara, Pianchy, Parahyba, Rio Grande do Norte, Matto Grosso, etc. The wax is secreted on both surfaces of the leaves, and also twigs, as a thin film. The leaves, etc., are collected and dried, when the wax peels off, and can be separated from the vegetable fibre. To purify, the crude wax is melted in boiling water, when it collects on the surface. It is afterwards re-melted in fresh, clean water, and then poured into moulds. Carnauba wax is exceedingly hard, much more so than any other wax, and has a dull lustre. It varies much in colour, ranging from a light yellow to a fatty greenish-grey colour, but it can be fairly easily bleached to a good white colour. Altogether there are about six different qualities. The first quality is of a uniform pale cream tint, smooth and homogeneous in texture, and is rich in oil.

C. D. C. (21/48).—DUPLICATING INK.—We do not know the composition of the brand you mention, but we think one of the following formulas will meet your requirements:—Methyl violet 1 oz. is triturated with 1 oz. of warm glycerin; then add 6 oz. of warm water and transfer to a bottle; when cold, add 1 oz. of alcohol.

Another formula is:—

Saturated solution of calcium chloride	50
Mucilage, 33 per cent.	50
Lampblack or other colouring matter	2·5

G. D. A. (New Zealand) (8/4).—(1) GOLDEN HAIR RINSE.—Rinses for the hair are usually tartaric acid crystals sprayed with a spirit-water dye, e.g., auramine for "golden." The rinse should be prepared as follows:—Make a solution of a basic acid dye 1 part, spirit 40 parts, water 40 parts. If the dye is more soluble than as above, the solution can, of course, be made more concentrated. Place 1 lb. of acid crystals in the jar, pour on 1 oz. of the colour solution, shake until the dye is evenly distributed. After allowing the bag of crystals to drain, spread the latter out to dry.—(2) HAIR-DARKENING BAY RUM.—The usual formula for hair-darkening bay rum is the addition of 10 per cent. of resorcin acetate to ordinary bay rum.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," May 15, 1886

Council Election

There seems likely to be more than the usual degree of interest manifested in the election of a new Pharmaceutical Council, which comes off next week, than has been exhibited for some years. Whatever the ultimate result may be it is certain that some names will be scored through with a vigour which will almost partake of military energy. As a rule the members of the Society vote with persistent faithfulness for those who have served them, and who are willing to serve them again; and generally it is only when a member withdraws of his own will . . . that there is a chance for a new representative. So far as it is unreasoning, this touching fidelity is not to be commended; it entirely neutralises the effect of all criticism, and autocratic government is immensely facilitated by the confidence that nothing but a few harmless letters is likely to result from almost any course of action. . . .

ÆTHER, P.B.

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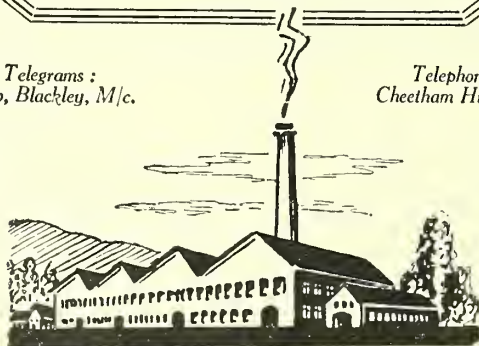
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HALIBUT LIVER OIL
OF MAXIMUM PURITY
CALCIUM GLUCONATE
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ALKALOIDS

FINE CHEMICALS AND OPIUM DERIVATIVES

*Goods
covered by
Dangerous Drugs
Acts offered
subject to all
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B.P.
PRECIPITATED
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B.P.
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JOHN RILEY & SONS, LTD.

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Enquire from

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ARABIC	(Whole & Powdered)
BENZOIN	"
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ANY QUANTITY. ANY PACKING.

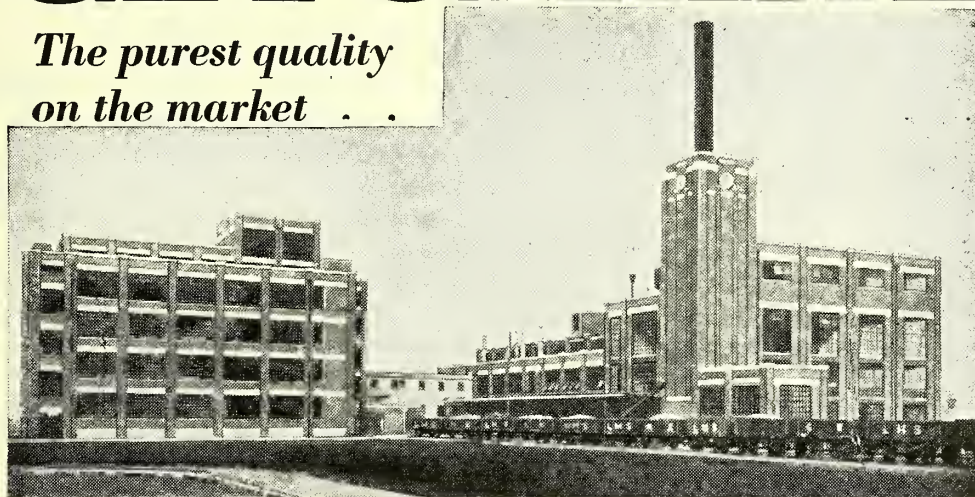
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GLYCERINE

*The purest quality
on the market . . .*



produced by

THOMAS HEDLEY & CO. LIMITED, TRAFFORD PARK

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CHEMICALLY PURE B.P. . INDUSTRIAL WHITE . PALE STRAW

SOLE

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*Commercial and B.P. Qualities
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Commercial and B.P. Qualities

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Send your Enquiries to the

**Sole Importing Buyers
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32,000,000 WINDOWS TO YOUR SHOP



Large space 'ASPRO' advertisements are carried several times monthly by over 300 newspapers, with a total circulation of more than 32,000,000. They act as 32,000,000 effective windows for retailers who connect up by showing 'ASPRO' displays. To get the benefit of this stupendous advertising, as if you paid for it yourself, show 'ASPRO' display material prominently in your windows. People will come into your shop who would not otherwise have come. You will gain by increasing your sales of other lines in addition to 'ASPRO' sales. New designs for 'ASPRO' Window Displays are produced at frequent intervals. A typical display is illustrated herewith. Remember 'ASPRO' sales are continuous.

SEND NOW FOR NEW 'ASPRO' DISPLAY MATERIAL



'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority. No proprietary right is claimed in the method of manufacture or the formula.

Made in England by ASPRO LTD.
Slough, Bucks. Phone: SLOUGH 608

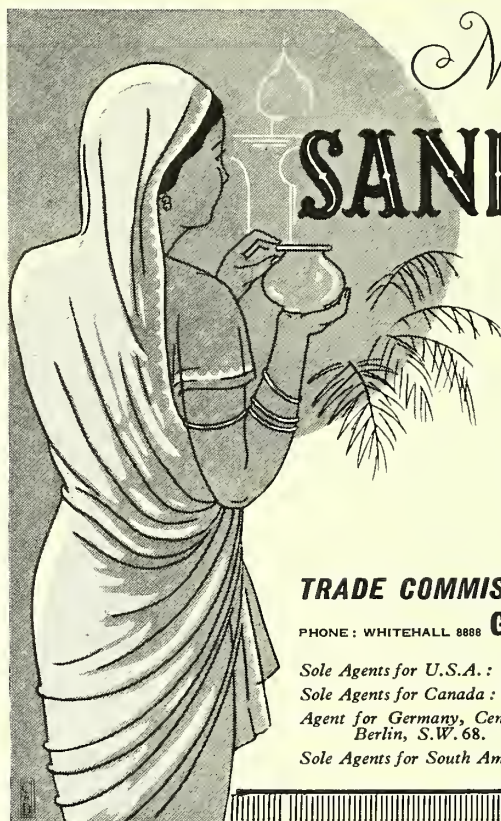
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PRICE REDUCTION**'SEDOBROL'****Sedative Bouillon Tablets***P.A.T.A. prices are now fixed as follows:*

Tins of 10 Tablets	-	Retail Price	2/-
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		Medical Price	4/2
<hr/>			
„ „ 100 „	-	Retail Price	15/-
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*Invoice prices correspondingly
lowered to the Wholesale and
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**THE HOFFMANN-LA ROCHE CHEMICAL WORKS LTD., LONDON, N.13**



Mysore SANDALWOOD OIL

GUARANTEED 90% MINIMUM SANTALOL

The methods of distillation and control adopted in the factories of the MYSORE government are such that, buyers may rest assured — that every consignment of EAST INDIAN SANDALWOOD OIL received by them will be of practically identical composition.

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ATOCIN tablets for Rheumatism, Lumbago, etc.

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The 'CHEMISTS ONLY' Confections that **SELL**

PERFECT PACKS
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PARAMOUNT PRODUCTS LTD.
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Tablets and Pills

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ASPIRIN
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Latest Automatic Pill Plant producing over 300,000 3-grain pills a day.

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NEOKET BRAND

(Compound Mandelic Acid Granules)

The simplified treatment for Urinary Infections has
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Neoket does not contain ammonium chloride.

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WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

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YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

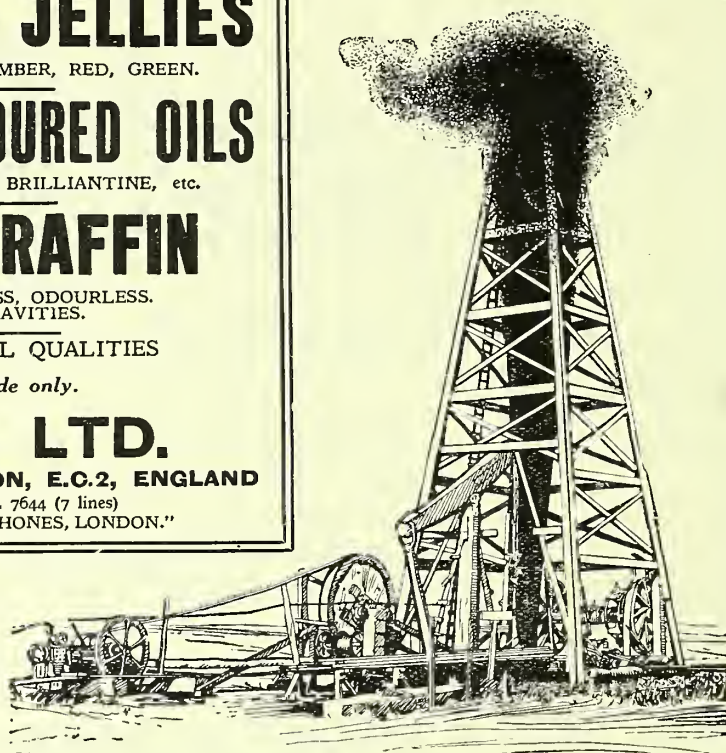
LIQUID PARAFFINCOLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

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Telephone: NATIONAL 7644 (7 lines)

Telegrams: "CENTUMVIR, PHONES, LONDON."

**FOUR GOOD LINES**

TAMAR INDIEN GRILLON	Known for fifty years as an excellent fruit laxative. It has been constantly advertised, and advertisements are now appearing in selected high-class media.
Dr. Jaillet's PEPTO-FER	Sold throughout the world as a tonic for convalescents and sufferers from all kinds of anæmia.
RIGOLLOT'S MUSTARD LEAVES	Have long been universally famous. They are mustard plasters of exceptional strength and quality.
RIGOLLOT'S MUSTARD (for veterinary purposes)	Used in the French Army, and approved by the veterinary schools of England, France, Belgium, Switzerland and Italy.

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59 Southwark Bridge Road, London, S.E.1.

For Pepto-Fer, please write direct to:—

Dept. C.D., DARRASSE FRÈRES,
13 rue Pavée, Paris IV, France.

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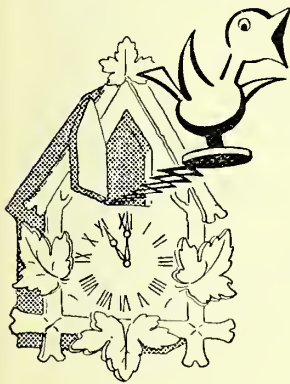
PRICES ARE COMPETITIVE AND DELIVERIES PROMPT

OUR SUGAR AND PEARL COATINGS ARE SECOND TO NONE

**THE PERFECT
PRODUCT****HOWARD
LLOYD'S**of LEICESTER
for
**PILLS, TABLETS
& CAPSULES**
The finest obtainable

HOWARD LLOYD & CO. LTD. MANUFACTURING CHEMISTS

**"It's time to get your
stock of ZETT!"**



**—If you want
your share
of the
GENEROUS
PROFITS**

This amusing little bird will soon be telling your customers, through the medium of large-space advertisements in the leading women's papers, how Zett makes home jam-making quick, easy and sure of success. Zett, of course, is the pectin compound prepared by Messrs. Bovril, Ltd. Be ready for the demand which will begin with the strawberry season in June, and continue until the Autumn. Order your stocks of Zett *now*, and make extra profits this summer.

RETAIL **6^D · 10¹/₂^D · 1'⁶** PER PKT.

TRADE **4'⁶ · 7'¹⁰ · 13'⁶** PER DOZEN NETT



Manufactured by
BOVRIL LIMITED, 152/166, Old St., London, E.C.1



and

4,000,000

listeners' minds re-echo

"GET SOME

EX-LAX

AS SOON AS YOU CAN"

The "Romantic Romany" idea of the 'EX-LAX' Gypsies' programme was bound to succeed. Its very first performance over the air from Radio Luxembourg aroused tremendous interest.

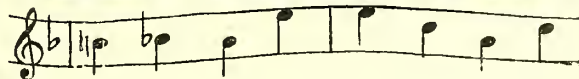
Week by week the great listening public—your customers—will become increasingly familiar with the 'EX-LAX' programmes, and week by week more familiar than they are already with the name of the world's most popular laxative.

This means sales—more and more sales! 'EX-LAX' is on the air and in the newspapers from one end of Great Britain to the other. Now, put the new shows in your windows and 'EX-LAX' on your counters. Then you will get *your full share* of the new business that is being created.

DOUBLE BONUS OFFER

Send an order for a £1 7s. 0d. or £2 14s. 0d. parcel of EX-LAX brand Chocolate Laxative direct to EX-LAX Ltd., Slough, Bucks, naming the wholesaler by whom delivery is to be made and **DOUBLE THE USUAL BONUS** will be allowed for this Display. **THIS OFFER CLOSSES ON MAY 31st, 1936.**

The usual bonus will be sent by the wholesaler and the display and additional bonus by EX-LAX Ltd.



and NOW....
'DETTOLIN'
BRAND
MOUTHWASH & GARGLE

A pleasant but highly efficient preparation for the mouth and throat. Now being introduced to the medical and dental professions.

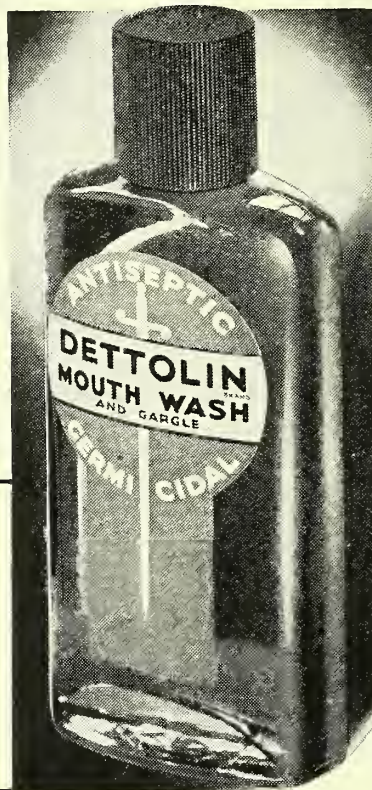
DIRECTIONS 'DETTOLIN' is a concentrated antiseptic for use as follows:—

As a mouthwash night and morning, as a gargle as often as required, or as a pleasant dentifrice for children, half fill the cap of the bottle and add to half a tumbler of water.

For the prevention or treatment of sore throats, laryngitis, tonsillitis, influenza, bad breath and septic gums, fill the cap of the bottle, add to half a tumbler of water, and stir.

For more aggravated conditions of the mouth and gums, see booklet. The germicidal efficiency of 'Dettolin' equals that of a 50% solution of pure carbolic acid (by the Rideal-Walker test).

Dimethyl Chlor Phenyl Hydrate 1.02% Menthol 0.12%
FORMULA: *Sapo Vegetalis 0.5% Tinct. Roseum Aromatica 64.9%*
Elixir Glusidi B.P.C. 6.0% Aqua. dest. ad. 100 vols.



'DETTOLIN' contains the active germicidal principle of 'Dettol' Brand Antiseptic.

PRICE

1'6

RECKITT & SONS LTD., (PHARMACEUTICAL DEPT.) HULL • LONDON: 40 BEDFORD SQ. W.C.

ALMOND OIL SWEET
ENGLISH PRESSED

Conforming to all the requirements of B.P. 1932

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THE GOLD MEDAL HEALTH DRINK. Quick Seller. Big Profits. Over 60 years' Reputation. "Abdine" is obtainable from the Wholesale Houses. Attractive Display Material constantly available.

DUNCAN McGLASHAN LTD., ABDINE WORKS, WESTFIELD RD., EDINBURGH

**SAPO MOLLIS
VIRID B.P.**

FOR PHARMACY & TOILET USE

We are in a specially favourable position to quote. Prices and Samples sent on application. Please state quantity required. Wholesale only.

BLEASDALE Ltd. MANUFACTURING CHEMISTS YORK

AZYMA CACHETS

ARE THE BEST

PRICE 3/3 per 1000

ALL SERIES & SIZES

*For samples write to the Sole Agent . . .

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WET CLOSING
CACHETS



DRY CLOSING
CACHETS

PREVENTION IS BETTER THAN CURE



**DeVILBISS
ATOMIZER No. 15**

This well-known nose and throat Atomizer sprays oil or aqueous solutions with equal ease. Adjustable tip permits spraying in any direction. Price 58/- per dozen

Every home needs one or more DeVilbiss Atomizers. DeVilbiss Atomizers have been used and prescribed by the medical profession for more than 45 years, and to-day the DeVilbiss range includes improved Atomizers of every required type. DeVilbiss Atomizers are reasonably priced, fully guaranteed and carry handsome profits. Conspicuously displayed, they stimulate the sale of medical and antiseptic solutions—and sell themselves.



**DeVILBISS
NEBULIZER No. 45**

For oils only. Produces a large volume of extra dry vapour for deep inhalation. Price 48/- per dozen.



ATLAS ATOMIZER No. 20

A compact and dependable nasal Atomizer producing a medium spray from either oil or water solutions. Price 30/- per dozen

DeVilbiss ATOMIZERS



ATLAS ATOMIZER No. 25

A nose and throat Atomizer of high quality for oil or water solutions. Gives a fine, continuous spray. Price 30/- per dozen

AEROGRAPH CO., LTD., 43 HOLBORN VIADUCT, LONDON, E.C.1

CVS-92

Dr. J. Collis Browne's Chlorodyne and The Pharmacy and Poisons Act, 1933

Conditions of Sale
—: UNAFFECTED :—

Dr. J. Collis Browne's CHLORODYNE

SALE RESTRICTED TO REGISTERED CHEMISTS

Sole Proprietors: J. T. DAVENPORT Ltd., Union St., London, S.E.1

Every Bengué Speciality excels**DR. BENGUÉ'S BALSAM**

Gives almost instant relief in cases of
Rheumatism, Neuralgia, Lumbago, &c.

AGOCHOLINE

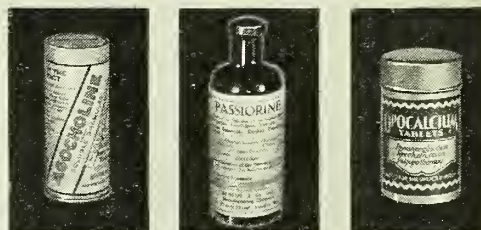
Combination of Magnesium Sulphate and
Meat Peptone, used as a cholagogue and
also cholecysto-kinetic

PASSIORINE

Fluid extract of Passiflora Incarnata,
circulatory and nerve sedative. A non-
toxic preparation

OPOCALCIUM

A remineralising agent composed of
mineral salts and gland extracts. Recom-
mended for Tuberculosis, Rickets, &c.

**BENGUE & CO. LTD.**

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PHONE: MUSEUM 8608-9

GRAMS: "ANESTILE, LONDON"

**TRY A
MASON'S
WINDOW
DISPLAY
AT OUR EXPENSE**

To those customers who allow us
the use of their windows we offer
5/- for their opening order for
6 dozen MASON'S EXTRACT OF
HERBS (or 10/- for 12 dozen).

The window display is most
attractive and perfectly
simple and can be fixed
up in a couple of minutes

GOOD! IT'S MASON'S

Apply **NEWBALL & MASON LTD.,**
NOTTINGHAM

The "SPECIAL"
BACK, KIDNEY & BLADDER PILLS

A 1/3 Line Costing 5/6 per Dozen.
"THE BOX WITH THE PINK WRAPPER" ALWAYS GIVES SATISFACTION.
The ACTON PILL & TABLET CO. LTD., ASH VALE, SURREY.

BLYTON, ASTLEY & CO. LTD.

Eagle Laboratories, Lr. Broughton, Manchester,
FOR

**LOZENGES, PASTILLES, "MENTHELLS,"
and Quick-Selling SPECIALITIES.**

Ergoapiol - (Smith)
PAT. OFF. & FOREIGN COUNTRIES
REG. U. S.

CONSTANT prescription demand is assured by our
continuous and extensive advertising campaign.
ERGOAPIOL should be maintained at all times.
An adequate stock of twenty capsules each.
Supplied only in packages of the ethical pharmacist, the physician and our
product, the initials "MHS" are embossed on the inner surface of each cap-
sule, visible only when capsule is cut in half at seam as shown.

MARTIN H. SMITH COMPANY
NEW YORK, N.Y., U.S.A.

THOS. CHRISTY & CO., 17, OLD SWAN LANE, LONDON, E. C. 4
Agents for Great Britain and Ireland

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is not affected in any degree by the 'PHARMACY AND POISONS ACT OF 1933' and may be freely sold by all Chemists. There is no change in formula.

Bonus Terms and free show material from

**THE MIDDLESEX LABORATORY OF
GLANDULAR RESEARCH LIMITED**

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ALL WHOLESALERS HOLD STOCKS
LIQUID AND TABLETS

SPUNTHE
OINTMENTS
OF**DISTINCTION****WE can't make you buy
the finest Ointments—****BUT we can make the finest
Ointments for you to buy.****FAMOUS FOR 30 YEARS**

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Quotations and Samples on request

Telephone: HOP 2422

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"Ushenspuna, London"**ROBT. BLACKIE**Shen Works,
Tower Bridge Rd.,
London, S.E.1**5%**DISPLAY ALLOWANCE
ON ORDERS OF 1 DOZEN**INNER - CLEAN**P.A.T.A. prices
2/6 size — 22/6 doz.
4/6 size — 40/6 doz.Order now this nationally advertised
Herbal Laxative on the above dis-
count terms from your usual whole-
saler or direct from the sole agents:BROOKS & Warburton, Ltd.
232-240 Vauxhall Bridge Road
LONDON, S.W.1**See HOW DOCTORS
ARE RECOMMENDING
CURICONES**The extraordinary efficacy and value of these wonderful anti-
Rheumatic, and anti-Arthritic capsules have won world-wide
recognition from the medical profession. Every year more
doctors are recommending and prescribing "Curicones" in the
course of their daily practice.**Here is amazing and incontrovertible testimony
to the growing demand for "Curicones":**

In	over	300	doctors recommended and prescribed "Curicones"
" 1931	"	1,600	" "
" 1932	"	2,400	" "
" 1933	"	3,000	" "
" 1934	"	4,100	" "

Backed by extensive advertising "Curicones" are definitely
one of the best selling lines available to Chemists to-day.

One bottle 5/-: three bottles 14/-:

six bottle package 24/-

**THE PROVED ARTHRITIC
AND RHEUMATIC REMEDY****STEPHEN MATTHEWS & Co. Ltd.**

MANUFACTURING CHEMISTS AND DRUGGISTS

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Phone: Central 9083.

Telegrams: Curicones, Cent, London.

Compound Syrup of Hypophosphites

TRADE **"FELLOWS"** MARK

The ideas supported by the medical world today on the therapeutic value of calcium and other mineral salts, were embodied 60 years ago in "FELLOWS."

The only preparation of its kind then, "FELLOWS" still stands alone for its tonic qualities in the treatment of rundown conditions of health and the many forms of anaemia and nervous ailments which so often result.

It stimulates the appetite, aids digestion, and is valuable as a stimulant and tonic to overcome mental and physical exhaustion; and as an aid in combating the invasion of the Tuberculous Processes.

"FELLOWS" has never been successfully imitated.

FELLOWS MEDICAL MANUFACTURING CO., Ltd.

286 St. Paul Street West, Montreal, Canada.

Laboratories:

UNITED STATES	GERMANY	ITALY	SPAIN	MEXICO
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FOUND

A remarkable antiseptic
DEADLY to GERMS . . yet
NON-POISONOUS

The properties of 'DETTOL' permit its use at effective strengths (for dilutions see directions) and it thus possesses marked superiority over carbolic and cresylic antiseptics.

'DETTOL' is non-poisonous, non-staining, and has an agreeable odour. It is three times more efficient than phenol, or half as strong again as B.P. solutions of cresols with soap.

'Dettol' . . . most attractive in appearance and packing . . . sells at a reasonable price . . . 4 ozs. for 1/-, 16 ozs. for 3/- and larger sizes for medical and hospital use.

**'DETTOL'**

TRADE MARK

THE MODERN ANTISEPTIC

RECKITT & SONS LTD. (PHARMACEUTICAL DEPT.), HULL.
LONDON: 40 BEDFORD SQ., W.C.1

HIGHEST
QUALITY

*Methylated
Spirits*

delivered from
local depots
obviating delay

THE METHYLATING CO. LTD.

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LEITH, HULL



POPULAR HOME REMEDIES

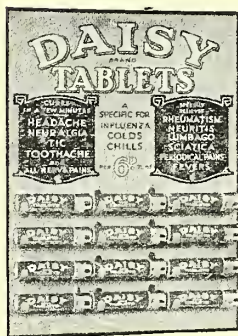
DAISY POWDERS



Probably the most profitable of all nationally advertised proprietary medicines. To push Daisy means satisfied customers and substantial profits.

- 7½d. size (4 Powders) 5/- doz.
 10½d. size (6 Powders) 7/6 „
 *Boxes of 72 Powders 6/10 each
 *Display Cards (20 Powders) 2/- each
 *New packing—powders in individual envelopes for split bulk sales (43% Profit)
 Always keep "DAISY" on display.

DAISY TABLETS



All metal display rack, contains 1 doz. 6d. tubes.

- 1/3 Size
Per doz. 10/-
 6d. Size
Display Racks (1 doz.)
@ 4/- each.
(Split dozens @ 4/6 doz.)
 3d. Size
Display Cartons (1 doz.)
@ 2/- each.
(Split dozens @ 2/3 doz.)

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The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

MAY 16, 1936

28 ESSEX STREET, LONDON, W.C.2

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9.—PIMLICO.—Middle Class Retail and Dispensing Business with Panel £4 10s. to £5 per week; established over 100 years; returns last year £1,648; gross profit £581; stock worth £575, could be lowered if desired; fixtures worth £330; rent practically all let off; genuine reason for disposal; further details upon application.

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17.—TORQUAY.—Drug and Photographic Store for immediate disposal; returns £1,100 to £1,200 per annum; scope for large increase; stock worth about £400 and fixtures £150-£175; rent of shop about £1 per week; price of business £650.

18.—LIVERPOOL.—Ill-health cause of sale of well-established Business situate in good position; takings last year £1,530; gross profit £535; good living accommodation over; garage; property can be bought for £950 or possibly a lease would be granted; price of business £975; stock worth £550; fixtures £250.

19.—BRIGHTON.—Middle Class Retail Business; established about 100 years; neglected returns, now increasing, last year being £623; lock-up shop; rent £52 per annum; house over can be had for further £1 per week; rates 8s. per week; price for immediate sale £250 all at.

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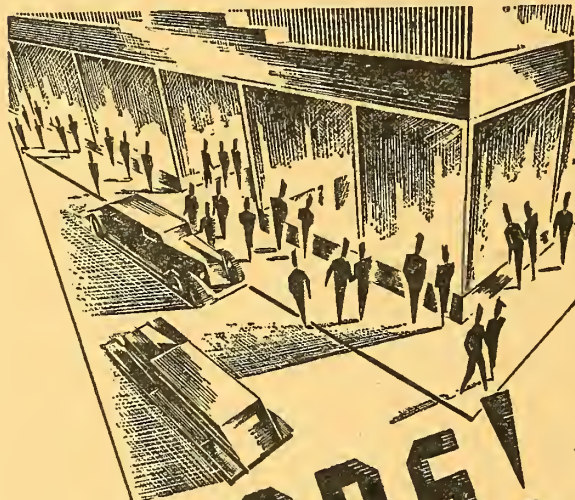
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B. IRMINGHAM.—Qualified Assistant required at once; progressive
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B. RINGTON.—Unqualified Assistant wanted soon, male (20-30);
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B. RISTOL.—Immediately wanted, Qualified Assistant for about
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take charge; easily worked Pharmacy; to commence duties May 25.
Reply, stating salary required, also photo, to 234/49, Office of
this Paper.

B. RISTOL.—Qualified Junior Assistant; easy hours. Apply, with
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Stokes Croft, Bristol.

E. ASTBOURNE.—Wanted shortly, Season Assistant, principally
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single, required immediately. Full particulars of age, experi-
ence and salary required to 229/7, Office of this Paper.

G. UERNSEY, C.I.—Young Unqualified Assistant wanted, either
sex, for Counter and Stock; easy hours; permanency if satis-
factory; first-class references essential; state age, experience,
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possible. De La Rue, States Arcade.

L. ANCASHIRE COAST RESORT.—Lady Chemist required for July,
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L. ONDON, N.W.—Unqualified Lady Assistant required for Dis-
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salary wanted and particulars of experience to 280/178, Office of
this Paper.

L. ONDON.—Manager, Qualified, required; quick and accurate Dis-
penser; good Window-dresser. Write, stating age, salary,
references, etc., P.C.B. 204/31, Office of this Paper.

L. ONDON.—Qualified Man required for busy shop; good progressive
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this Paper.

L. ONDON, N.W.—Wanted, Unqualified Lady Assistant, with good
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N.W.10.

L. ONDON.—Young Lady Assistant, temporary relief, early June,
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experience and salary. X., 234/18, Office of this Paper.

L. ONDON, Central.—Young Qualified Assistant wanted for good,
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be returned. P.C.B., 205/5, Office of this Paper.

L. ONDON, City.—Young, Unqualified male Assistant required;
Counter, Dispensing and general experience; state salary
required and experience; applications not answered in 7 days
declined. P.C.B. 205/3, Office of this Paper.

L. ONDON, E.—Qualified Assistant; N.H.I. Dispensing and middle-
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ences, when disengaged, age and salary expected. Apply (letter
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LONDON, N.W.10.—Qualified Manager required, working-class district (age 25 to 28), with good general experience. Please give full particulars of experience, with copies of references, photo if possible, age and salary wanted, to 280/165, Office of this Paper.

LONDON, S.E.—Qualified Manager for middle-class new business; must be capable of building up; honest; good Salesman and Window-dresser; salary and commission; salary to increase at rate of 5 per cent. on increase; progressive and permanent post; single preferred. Apply 235/27, Office of this Paper.

LONDON, S.E.—Wanted, a Junior Assistant from June to end September. Apply by letter, stating age, height, experience, salary required and when disengaged, to J. W. Rumsey & Son, 535 Lordship Lane, S.E.22.

LONDON, S.E.1.—Qualified Assistant (not over 30) for middle- and working-class business; please state if disengaged and salary required. 234/46, Office of this Paper.

LONDON, S.W.—Young, Unqualified Assistant wanted immediately for good-class Toilet and Dispensing business; state experience, salary required and usual particulars in first letter; applications not answered in 7 days respectfully declined. 235/23, Office of this Paper.

LONDON, W.—Junior Qualified Assistant, male, required at once for high-class Dispensing Business. Full particulars, age, height, experience, salary expected. 280/167, Office of this Paper.

LONDON, W.—Unqualified Junior Assistant, male, required for good-class Dispensing Business; good opportunity for high-class experience. Full particulars, age, height, experience, salary expected, 230/166, Office of this Paper.

LONDON, W.1.—Junior Assistant, Qualified, or capable Unqualified; good Salesman and Window-dresser; please state age, experience, salary required and when free. 280/174, Office of this Paper.

MANCHESTER DISTRICT.—Wanted, Qualified Assistant (about 24 to 30), male; working-class area; state salary required, usual particulars and when at liberty. Apply 233/21, Office of this Paper.

NEAR READING.—Young Qualified Assistant; state age, height, salary and references; early engagement. Apply 234/38, Office of this Paper.

NORTH LONDON.—Smart Unqualified Junior, male, wanted. Apply, with full particulars and salary required, 233/7, Office of this Paper.

SHEFFIELD.—Qualified (male), for Counter (age 24-26), quick Cash trade, Photography; outdoors; no Sunday duty. Full particulars experience (letter only), salary required, and enclose photo, H. G. Williams, 118 The Moor.

TUNBRIDGE WELLS.—Qualified Male Assistant, young; must be accustomed to good-class business, Dispensing and Counter. Full particulars, salary, etc., to Godkins, Ltd., Chemists, 1 High Street, Tunbridge Wells.

A COMPETENT Unqualified Assistant required for good-class business; permanent and progressive position; must be a good Salesman; thoroughly trustworthy and reliable; well-appointed flat available above the shop; kindly state in first letter full particulars, salary required, etc. 280/175, Office of this Paper.

A PERMANENT Post for Qualified Manager; good berth for live man; in Midland town. Age and experience to 231/2, Office of this Paper.

A QUALIFIED Assistant required in small Pharmacy on outskirts of London; state age, height and salary expected, with usual particulars and when at liberty. P.C.B. 204/32, Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

A N Unqualified Junior Assistant required in High-class Pharmacy; good appearance and address; good Salesman essential; quick and accurate Dispenser. Reply, stating age and salary required, 280/173, Office of this Paper.

A SSISTANT (about 25), Unqualified; good appearance and address; quick Dispenser and Salesman, Window-dresser. C. J. Roe, Chemist, Epsom.

A SSISTANT, Qualified, Lady or Gentleman; good Window-dresser; tactful Sales Hand, with personality, as the business is practically all our own proprietaries; financial interest may be acquired, but not essential; please state age and salary required to 234/7, Office of this Paper.

A SSISTANT wanted immediately; young; Unqualified (male); good Dispenser; permanency; London, E.; state age and salary required. 235/42, Office of this Paper.

A SSISTANT (20-22), junior, male, required; accustomed to good-class business; knowledge of D. & P. work preferred. Give full details of experience, salary required, references, to John Stanley, M.P.S., 196 Station Road, Edgware, Middlesex.

A SSISTANTS, Unqualified; season, May to September; tall, young, energetic; state experience, salary required, height and age; enclose photograph, with reference; gentlemen only. Frank Purcell, Photographic Chemist, 97 Strand Street, Douglas, Isle of Man.

CHEMIST and Optician required for working-class business; another assistant kept. State age, experience, references and wages expected, also when free, in first letter, to Nicoll, 110 Copenhagen Street, Islington, N.1.

COOPER, SON & CO., LTD., require a Junior Qualified Assistant (male); accustomed to a good-class Retail and Dispensing Business. Apply with full particulars and salary required to "A. J. B. C.," 80 Gloucester Road, South Kensington, S.W.7.

E VENINGS 6-8.—Qualified, for London, S.E.; light Counter and N.H.I. Age and wages expected to 235/5, Office of this Paper.

HOLIDAY Duty.—A Qualified Chemist and his family is offered the use of a very convenient maisonette over a West End Pharmacy in return for light relief duty from July 20 and August. Apply Gulliver, 6 Lower Belgrave Street, S.W.1.

J UNIOR Assistant (male) wanted at once; must be used to N.H.I. Dispensing, Counter, Photography and Window-dressing. Apply to Bowen, 37 Golborne Road, London, W.10.

J UNIOR Assistant required; must be good Window-dresser and capable of assisting Dispenser; to commence immediately. Apply, giving full particulars, to J. J. Thomas & Son, 54 Drake Street, Rochdale.

L ADY Assistant required for good-class business, chiefly for Toilet Counter, but some knowledge of Pharmacy and Photography required; state age, experience and salary required. Matthews, 111 Elm Grove, Southsea.

L ADY Dispenser (Hall), for high-class Surrey Pharmacy, wanted June 15th or earlier; give full particulars of training and experience, and state salary required. 234/36, Office of this Paper.

L OCUM; July 13-25, inclusive, August 31-September 12 inclusive; must be good Counterman, Dispenser, and have good knowledge of Photography; give references and state salary required. H. W. Jacob, 79 High Street, Eltham, S.E.9.

L OCUM, Qualified, required June 28th to September 5th, inclusive, approx. Write, giving full particulars and salary required, to Secretary, Pratts (Chemists), Ltd., 73 Salisbury Road, Kilburn, N.W.6.

M ANAGER, Qualified, for a modern, recently refitted branch; an intimate knowledge of Photographic Trade is essential; must also know Toilets and Veterinary work; permanency for right man, with ability and personality; must be keen and alive. Full particulars, stating when at liberty, Bates & Hunt, Wellington, Salop.

P HARMACY.—Required, Qualified Locum, to act as Manager's Relief. Apply in writing, stating age, experience and salary required, to the Staff Manager, Royal Arsenal Co-operative Society Limited, 148 Powis Street, Woolwich, S.E.18. Endorse envelope "Pharmacy." NOTE.—Canvassing of members of the General Committee or Officials will disqualify.

Q UALIFIED Assistant, male, wanted middle of June; permanency to suitable applicant; state age, experience, when at liberty and salary required; letters not answered in 7 days respectfully declined. E. A. Geddes, 140 Sydenham Road, Sydenham, S.E.26.

QUALIFIED Assistant, single, for country town in Berkshire; able to take charge when required; full particulars, age, height, experience and salary required; letters not answered 10 days respectfully declined. 235/20, Office of this Paper.

QUALIFIED Assistant wanted early in June; young London man preferred. Personal application only to Wavell & Co., Chemists, 328 Vauxhall Bridge Road, S.W.1.

QUALIFIED Assistant (under 30) for quick Cash Business, London, S.W.; must be good Window-dresser and business-building Counterman; knowledge of Photographic, Optical or Surgical Goods an advantage; a suitable man who is not afraid of work will find this a progressive post with good prospects; commence £4 10s. weekly; state age, height, details of experience, when at liberty and when free for interview; photo if possible (returnable). 235/2, Office of this Paper.

QUALIFIED Chemist required; must be energetic, good Window-dresser and smart at Counter. Apply by letter, giving full particulars, experience and salary to 187 Worple Road, Wimbledon. Applications not replied to respectfully declined.

QUALIFIED Chemist, young, pleasing Counter manner, capable in all branches, including Photographic, Window-dressing, etc., required for Midlands district; permanency. State age, experience and salary required, photo if possible, to 232/6, Office of this Paper.

QUALIFIED Counter Assistant required for branch in Queen Victoria Street, E.C.4. Write, giving fullest details of experience, including age, to Staff Manager, Civil Service Stores, 425 Strand, W.C.2.

QUALIFIED Lady required for summer months; N.W. London; possible permanency; Scot preferred, not essential; must be energetic; state age, experience and salary required. 233/13, Office of this Paper.

QUALIFIED Locum, June 29th to August 1st, inclusive. Give age, recent references and salary required to H. J. Bromhall, 110 Brixton Hill, S.W.2.

QUALIFIED Locum required for six weeks, July 12th to August 22nd; suit lady or elderly gentleman; light duties, mainly supervising. Apply personally, or by letter, stating terms, to Keats, 161 Bury New Road, Manchester, 8.

QUALIFIED Manager for holiday duties required for Yorkshire; also Unqualified Assistant; possibility of permanency. Full particulars to 280/176, Office of this Paper.

QUALIFIED Relief Manager (between 30 and 40 preferred) wanted for four months. Apply Head Office, Wm. Fox & Sons, Ltd., 109-111 Bethnal Green Road, London, E.2 (10 minutes from Liverpool Street).

QUALIFIED Supervisor for small country branch (mid-Kent), June 2; pleasant district; easy post; permanent; no Sunday or holiday duty; comfortable berth; suit elderly gentleman; usual particulars and salary, which must be moderate (photo if possible). 235/32, Office of this Paper.

QUALIFIED, young, either sex, capable of taking charge, required immediately for season; good knowledge Toilet and Photographic trade essential; state age, experience and salary required. N. Jefferson, 99 Dean Road, Scarborough.

QUALIFIED Young Assistant, West Country, Hunting district; tall, single. Evans, Tetbury, Glos.

QUALIFIED Young Man or Lady required for summer season; good references essential; must be used to Photographic side; state age, salary required, etc. Apply Chemist, Camp Chemists, Ltd., Douglas, Isle of Man.

RELIABLE Junior Assistant or Improver required for the season at Margate, June to September, inclusive. Write or call immediately. L. R. Cooper, c/o Perry's Mailing Services, Ltd., 56 Carter Lane, Ludgate Hill, London, E.C.4.

REQUIRED immediately, Improver or Unqualified Assistant; good N.H.I. Dispenser and Counterhand; references and salary required in first letter; working-class area. Stout, 149 Elliott Street, Tyldesley, near Manchester.

REQUIRED.—Unqualified Assistant; high-class Dispensing and Perfumery, etc. (store trade); short hours, 8 to 6, Saturday closing, no Sunday duties. Full details past experience, age, height, salary, photograph, Cater, Stoffell & Fortt, Ltd., High Street, Bath.

SEASON Assistants required, July to September, for good-class business with Photographics; applicants must be good Salesmen, courteous in manner, competent and trustworthy. Kindly state full particulars age, height, salary required, previous experience, etc., and enclose photo (returnable) to: D. T. Evans, Ltd., Chemists and Opticians, Margate.

TAYLORS BRITISH CHEMISTS have several vacancies for Qualified and Unqualified Staff on relief duties; North of England, Midlands or London; permanencies later to suitable applicants. Apply to Staff Manager, 55/6 Pall Mall, London, S.W.1.

TIMOTHY WHITES & TAYLORS require several competent and experienced Qualified Managers; permanent, progressive posts to suitable applicants. Apply to Retail Staff Manager, Chandos Street, Portsmouth.

TIMOTHY WHITES & TAYLORS require capable and experienced Unqualified Assistants for permanent and relief posts; applicants must be of good address, accurate Dispensers and possess Sales ability. Apply, giving particulars of experience, age and salary required, to Retail Staff Manager, Chandos Street, Portsmouth.

UNQUALIFIED Assistant, male (about 22 years), required for season until end of September; one entering College in October preferred. Apply, giving full particulars and when at liberty, to H. J. Hewlett, John Baily & Co., 2 Ethelbert Terrace, Cliftonville, Margate.

UNQUALIFIED Junior Assistant or Improver required; permanency; please give full particulars in first letter; good-class Family business. L. J. Neal, M.P.S., 7 Bexhill Road, St. Leonards-on-Sea.

UNQUALIFIED Junior (male); neat and accurate Dispenser; applications unanswered in four days respectfully declined. Venables, 54 Fulham Palace Road, W.6 (near Hammersmith Broadway).

UNQUALIFIED Lady Assistant wanted in N.W. London district for Dispensing and general duties; must be energetic; state age, experience and salary required. Apply 233/130, Office of this Paper.

UNQUALIFIED, Lady or Gent., wanted from 15th June to end of September. Apply, stating full particulars of experience, salary required, etc., to Rcid, c/o Tween, Chemist, 47 High Street, Bushey, Herts.

WANDS THE LEICESTER CHEMISTS have a vacancy for a smart Male Junior Assistant; good knowledge and interest in Photographics an advantage. Apply by letter, giving fullest details of experience, salary desired and photograph if possible, to 12 Haymarket, Leicester.

WANTED immediately, Qualified Assistant (27-45) to manage branch; knowledge of Retail Photography essential; references must bear strictest investigation. Cross, Chemists, Enfield Highway.

WANTED.—Improver or young Assistant, male, of good personality, for first-class Light Retail and Dispensing Business; required as soon as possible. Particulars of experience, age and salary required, enclosing photo if possible, D. McKinnell, Ltd., Pharmacists, Northampton.

WANTED.—Qualified Assistant, until end September (or possibly longer). Full details, experience and salary required, Smith, Chemist, Rugby.

WANTED.—Qualified Male Assistant; accustomed to good-class Retail and Dispensing; for nice district, suburban, Kent; personal application Friday. Burden & Co., 41 Store Street, W.C.1.

WANTED.—Young Lady Assistant, Qualified or Unqualified; with good all-round experience. Full particulars, references and salary required, to Robinsons', Chemists, Skegness.

YOUNG Lady (about 25), Qualified, required; apply, with photograph and stating experience; good Counter personality and interest in Window-dressing essential. Murrys, 14 Electric Parade, Clacton-on-Sea.

YOUNG Qualified Lady required; experience not essential; opportunity to learn Optics; state salary required. Apply 280/169, Office of this Paper.

WHOLESALE.

CHEMIST, experienced in handling Turkey Red Oils, Leather, Tanning Oils and Saponifiable Oils; please state experience, salary and if disengaged. All applications treated in strict confidence to P.C.B. 204/22, Office of this Paper.

FOREMAN, Pill and Tablet Department; good knowledge of Modern Pill and Tablet Making, Sugar-coating, etc. Hirst, Brooke & Hirst, Ltd., Sheepscar Works, Leeds, 7.

FULL-TIME Representative required on Midland territory, with experience and connection, for Nationally Advertised Shampoo. 280/171, Office of this Paper.

LABORATORY Assistant wanted; near London; must be thoroughly versed in the making of high-class Creams in large quantities; experience absolutely necessary; state age and full particulars. 280/172, Office of this Paper.

MANUFACTURING CHEMIST.—Applications are invited for the position of Sales Manager. The qualifications absolutely necessary are a full knowledge of Patent Medicines, etc., selling to Chemists, Grocers, etc. Applicants must be capable of organising up-to-date sales methods, keeping of statistics and quotas; must be a first-class practical and successful Salesman, capable of taking outside control. Gentlemen who fill these necessary qualifications should apply in first instance and in confidence, with full particulars, to Managing Director, 280/159, Office of this Paper.

PERMANENT Waving Manufacturers have two vacancies for Representatives for the Provinces; salary and commission paid; own car essential. Write Cadex (England), Ltd., 15/19, Cavendish Place, W.1.

REPRESENTATIVE wanted, with good connection, to handle Chemists' Window Displays and Sundries. Apply in writing, stating age and experience, to Dept. "C." E. Pollard & Co., Ltd., 159 St. John Street, Clerkenwell, E.C.1.

REPRESENTATIVE, with some Photographic knowledge, to carry Sidelines in S. Wales and Mon.; Chemists and Photographic Dealers. 280/170, Office of this Paper.

YOUNG Man with ideas and initiative required for Propaganda Department of Manufacturing Chemists. Write, stating age, experience and salary required, to 280/168, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.A.—LONDON Manager (35), Qualified; disengaged; West End, Suburban, and Multiple; experienced Sales, Display and Photographic; knowledge French and German. "Pharmacist," 37 Emanuel Avenue, Acton, W.3.

A.—QUALIFIED (1912) North-countryman; active, single, abstainer, desires good berth; excellent experience; Counter, Dispensing, Photo, Stock. Please state salary, etc., "Pharmacist," 7 Hillsborough Avenue, Exeter.

A.—QUALIFIED (24), thoroughly experienced all branches; specialised Photography, company and private service; free June 6; please state salary offered. "M.P.S.," 31 St. Edyths Road, Sea Mills, Bristol.

AN Assistant, Unqualified (26), 8 years' all-round experience London and Provinces, desires change; free June 23. 234/48, Office of this Paper.

AN Assistant (21), Unqualified, desires seasonal situation; North preferred; tall, reliable; energetic Salesman; seaside experience; Photography; 6 years Retail; Part I, 25 Rainhall Road, Barnoldswick, Colne, Lancs.

AS Manager or Locum; experienced all branches; available immediately. M.P.S., 12 Old Farm Road, Withdean, Brighton.

ASSISTANT, Dispenser, Salesman; 30 years' experience; single; active; accustomed to manage; Unqualified. Statim, 38 Felcote Avenue, Dalton, Huddersfield.

ASSISTANT, Unqualified; experienced Dispensing, Counter; part-time, locum, permanency; London only. Write "C. G.," 24 Yalding Road, Bermondsey, S.E.16.

ASSISTANT, Unqualified, tall; good address; 10 years' experience London and Provinces; Dispensing, Counter, Photo, etc.; locum or permanency; disengaged June 2. Gray, 9 Northolme Road, London, N.5.

ASSISTANT (24), Unqualified; 6 years' experience Dispensing, Counter, Window (Part I); references; disengaged. Thomas, N.P. Bank House, Porthcawl, Glam.

CHEMIST (28), excellent experience, references, desires position where opportunity exists for developing capabilities. Chemist, 67 Guilford Street, W.C.1.

EXPERIENCED Lady Dispenser (middle-aged) desires post, Doctor, Chemist, Factory; Hall; Counter experience. 11A Brentwood Avenue, Anchorsholme, Blackpool.

F.B.O.A., OPTICIAN, Unqualified Chemist, desires position; would be willing start Optical Department with Chemist; experienced, energetic business man. 234/21, Office of this Paper.

F.S.M.C., UNQUALIFIED Chemist (34), experienced, seeks permanency; would open Optical Department; own equipment. 234/52, Office of this Paper.

LADY Dispenser (Hall) seeks post with a Doctor or Firm; good experience in all routine; knowledge of Book-keeping, etc. "R.," 211 Richmond Road, Kingston-on-Thames.

LADY; reliable Dispenser, quick Counter trade; whole or part time; highly recommended by present employers (8 years); Unqualified; London. "A. S." 16 Spenser Road, S.E.24.

LADY requires seaside seasonal post (or London or Birmingham districts, temporary or permanent); Dispensing, Counter, etc. Thoroughly experienced; 13 years; good references. "M. C.," 22 Earlsdon Avenue, Coventry.

LOCUM.—Available May 25-June 27; part-time day only; excellent references; moderate salary. 233/4, Office of this Paper.

LOCUM, disengaged till May 30; over 20 years' experience town, country; terms, references. Locum, 56 Rudloe Road, Balam, S.W.12.

LOCUM; experienced; Registered N.P.U.; Free May 18 to June 13. "M.P.S." 5 Trinity Road, Wimbledon. Phone: Liberty 2748.

LOCUM or permanency; extensive experience in all branches; Unqualified; disengaged. F. Ham, 10 Disraeli Road, Putney, S.W.15.

LOCUM, Qualified, young, now booking for London or suburbs only; West-End experience; free whole season. 234/27, Office of this Paper.

LOCUM; trustworthy; experienced; Qualified; free June 1st-13th and other periods; from £4 4s. Harris, c/o Verrall, Chemist, Goudhurst, Kent.

LOCUM, Unqualified; Part I experience; Dispensing, Counter, Window-dressing; available now. W. Price, 318 Kennington Park Road, S.E.11.

LOCUM (47); experienced; steady, reliable; excellent references; disengaged May 23. V. J. Meadows, M.P.S., 26 Lavender Road, Leicester.

LOCUM (26), Qualified, male; free from June 1; recommended by leading drug house; state wages; London or suburbs only. "Chemist," 33 Creffield Road, Ealing, W.5.

LOCUM (21), Unqualified; free June 20-September 20; 1st year Ph.C. course completed; 5 years Retail trade; competent Dispenser, snappy Counter work; trustworthy; smart appearance; Photographic; sound references and photo available; coast duty preferred. Richards, 4 Harefield Road, Coventry.

LOCUMS.—Experienced Lady Dispenser (Hall), knowledge of Book-keeping, wishes to book dates. "M.," 38 Highercoft Villas, Dyke Road, Brighton.

LONDON.—Locum or permanent; M.F.S., F.S.M.C.; Managerial or Senior; middle-aged; single; experienced all branches. 235/20, Office of this Paper.

MANCHESTER DISTRICT.—Unqualified; permanent; locum; part time; Retail, Wholesale; disengaged; good experience. 70 Farrin Lane, Monton, Eccles, Lancs.

M.P.S., F.B.O.A., desires post as Manager; keen Salesman; able Staff Controller. Manager, 17 Keswick Avenue, Merton Park, S.W.19.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

M.P.S., LONG experience, capable, reliable, present Managership 7 years, seeks engagement as Manager or Superintendent; W. Sussex preferred; disengaged month's notice. Green, c/o 55 Ripley Road, West Worthing.

M.P.S. (22), Square-trained, desires change and offers his services in any capacity; 51 years' excellent, well-varied experience; South Devon only. 234/11, Office of this Paper.

PART-TIME; general assistance; N. or N.W. London area; active, elderly, Qualified, married man; living accommodation essential; nominal salary. "Hopeful," 146 High Road, East Finchley, N.2.

PERMANENCY; experienced, energetic Assistant (45); tall; Unqualified; keen Salesman, quick Dispenser, Photo, Windows, Agricultural, etc.; conscientious and trustworthy; used to staff control; disengaged. Haigh, 25 Hetley Road, Shepherd's Bush, W.12.

PHARMACIST desires position as Assistant or Superintendent in London; elderly but active and reliable; abstainer; strictly moderate salary. "S," c/o Hampton, 4 Ellora Road, Streatham Common, S.W.

PHARMACIST seeks permanent post; 10 years as manager; London or Middlesex; free at short notice. 234/53, Office of this Paper.

QUALIFIED Manager; elderly, active; highest testimonials; disengaged; moderate terms. "M.P.S.," 1057 Christ Church Road, Boscombe.

QUALIFIED (25) desires position as Branch Manager or Assistant; experienced all branches; South Devon preferred; disengaged. 234/35, Office of this Paper.

QUALIFIED (31), married, desires permanent, progressive position as Manager or Senior Assistant; good-class London and Provincial experience; excellent references; 7 years present position. M.P.S., 14 St. Michael's Square, Gloucester.

UNQUALIFIED, reliable; 20 years' London experience; capable in any capacity; disengaged. Ash, 38 Lydford Road, Paddington, W.9.

UNQUALIFIED (25); all-round experience in Dispensing, Counter Work, Photography; excellent references; Birmingham or district preferred. Auranti, Eastwood Villa, Ridge Road, Rotherham.

UNQUALIFIED (24); excellent references; free immediately; high-class experience City and Provinces, seeks position (63s.); West End, City or S.E. London. 234/3, Office of this Paper.

UNQUALIFIED (25); good-class experience all branches; expert knowledge Photographics; would consider season post; London or S.E. Coast. 234/10, Office of this Paper.

UNQUALIFIED; 25 years' experience sole control; desirous Managing Small Business or Drug Store (or Locum), anywhere; small remuneration. 235/7, Office of this Paper.

UNQUALIFIED (24; 6 ft.); 6 years' Blackpool experience; accurate Dispenser, brisk Counter and Photographics, experienced Window-dresser; courteous and trustworthy; permanent or seasonal; £2 15s.; any district. 231/3, Office of this Paper.

WHOLESALE.

ADVERTISER.—Qualified Chemist, with extensive experience of "the road"—marketing, framing or selling schemes, lay and professional copy writing, production of literature (lay and professional)—desires appointment with responsible firm as Sales and Advertising Manager; can produce facts and figures of recent successes; preference given to a proprietary house with an old-standing product or to a new firm wishing to market their preparations on sound ethical lines. Write 232/1, Office of this Paper.

ADVERTISER (34), tall, of smart appearance, good Salesman, desires situation as Representative with reputable Wholesale firm; 17 years' Retail experience in all branches; own car. 234/42, Office of this Paper.

ADVERTISER (39), thoroughly experienced Drugs, Sundries, Proprietaries, etc., desires position with house of repute; exceptional connection South Coast, West England; own car; salary, part expenses. 235/34, Office of this Paper.

DISPENSER-STOCK-KEEPER requires situation with Manufacturing or Wholesale House, with prospects of Representing or Buying; 10 years' all-round experience; present situation 5 years. 227/9, Office of this Paper.

IRELAND.—Qualified Irish Chemist (29), resident in Dublin, good appearance, personality, wishes to hear from reputable English firm with view to representing them in Ireland; experienced and competent man; capabilities open to fullest investigation. 236/1, Office of this Paper.

KEEN Man (25) desires progressive position as Representative; 10 years in Retail Pharmacy; pleasant manner; car-driver; excellent references. "Worker," Eastwood Villa, Ridge Road, Rotherham.

PHARMACIST (25), well-educated and of good appearance, at present Managing High-class Pharmacy in fashionable London suburb, desires to represent Pharmaceutical Firm of repute; sound credentials. 234/8, Office of this Paper.

PROFESSIONAL/TRADE PROPAGANDA, SALES.—Doctors, Chemists, Licensed Traders; car; long experience; any investigation. "Responsible," General Gordon Hotel, Weymouth.

TO PROGRESSIVE MANUFACTURERS.—Representative, residing Lancs, 15 years' experience, and having the confidence and support of over 90 per cent. Chemist, Stores and Co-operative Societies in Lancs and Yorks, open for position; salary and commission, or consider commission and expenses. 233/22, Office of this Paper.

TO WHOLESALERS OR MANUFACTURING CHEMISTS.—A Pharmaceutical Chemist (24), male, and recently Qualified, offers his services (small remuneration) in order to gain Laboratory experience. 232/3, Office of this Paper.

TRAVELLER, well educated, experienced, 18 years Toilettries and Medicinal packed lines, 10 years London (Metropolitan area), with sound Retail Chemists' connection (39), married, own car, seeks engagement June; highest references. Chemicus, 227/20, Office of this Paper.

YOUNG Man, Clerk, seeks situation; good knowledge Patents, etc.; good General experience. "H. M.," 38 Burgoyne Road, Harringay, N.4.

FOR SALE.

CASH Register; snip; "National" model; prints sales; adds total; as new. Write P. Spurr, 35 Almond Road, N.17.

MISCELLANEOUS.

10s. for 60 words or less; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

CHEMISTS.—When you are wanting Shopfittings send your requirements to GEORGE COOK, The Working Shop Fitter, over 40 years' experience, 27 Macclesfield Street, City Road, London, E.C.1. Phone: Clerkenwell 5371. Sketches and Estimates free. Shop Fronts, Drug Fittings, Wall Cases, Dispensing Screens, Silent Salesmen, Counter Drawers.

CHEMISTS' FITTINGS.—New and Second-hand Drug Runs, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., at competitive prices. F. MAUND & E. BERG (SHOWCASES), LTD., Shopfitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

£69.—SPECIAL Offer of Shop-soiled Mahogany Fittings; all in perfect condition; comprising 10-ft. Drug Fitting, 6-ft. Dispensing Screen, 6-ft. Wall Case and 10-ft. Glass-fronted Counter; cannot be repeated. Write or telephone PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, London, E.C.1. Telephone: Clerkenwell 4111 and 4112. "Pharmacy Fitters for over a Century."

£9.—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showrooms a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting, Signs and Modern Interior Fittings. Apply for Lists, D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

EXCHANGE COLUMN.

2d. per word, minimum 2s. (Box No., 1s. extra.)

WANTED.

FLAT Counter Case, second-hand, 6 ft. Details and price, Jones, Castle Pharmacy, Caernarvon.

WANTED for Cash, surplus job and clearing lines; also D. and P. Tanks and Apparatus. Walker, 11 Axe Street, Barking.

When considering a safe and non-poison
schedule remedy for Influenza, Rheumatism,
Lumbago and other conditions in which an
analgesic action is required—investigate

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